



## Comments

challenge to capture more of beef's percent of the nation's meat market set off what could well be one of the most important conferences of this decade, the National Beef Grading Conference, held last week at the University of Arkansas. In his report on the opening speakers, livestock reporter, Ron Clark, began with the following:

"Relatively low prices, marketing problems and battering of consumer needs were reasons given for recent improvements in the sales and demand of poultry and pork, according to industry experts.

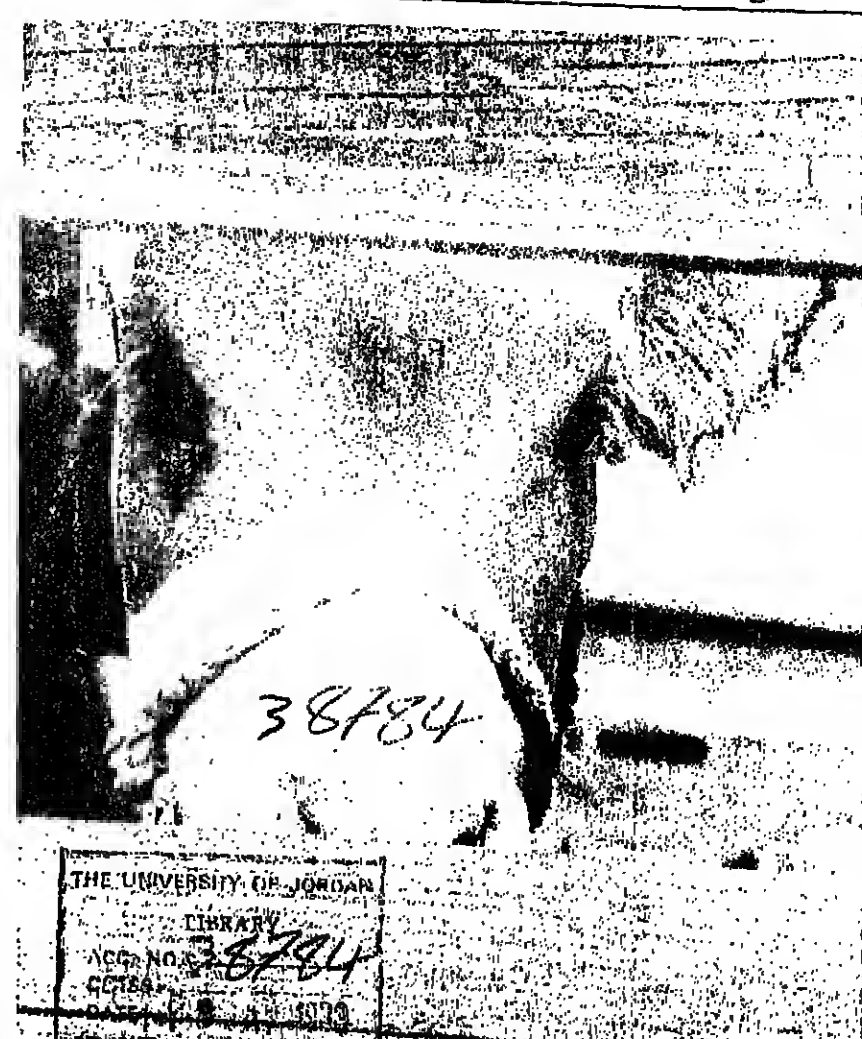
"Because of increased prices of those meats, beef had to fight for its place as the leading source of protein in this country," Iowa State University Extension livestock specialist William Clark said. "Concurring with his comments, Patrick, vice president and corporate economist for Farley and Co., told the conference that pork industry communications and operation has resulted in significant changes in pork production during the past few decades and that this has been essential in keeping pork from becoming a minor part of the meat market.

He said that the emergence of vegetable oil after World War II left pork producers with a major problem of reducing the type of over-fat hogs that had been bred for large lard production.

But the pork industry is successful in changing the type of hog produced through breeding, the development of live and sea grading standards and packer live weight merit programs that of old economic incentive lean hogs, he said.

"The meat industry must adapt to demand changes," Luby said, indicating the need for smaller portions and longer shelf life as the average household continues to shrink.

But the biggest challenge of beef is from poultry, according to Clark's conference report. "No longer do we take a back seat to red meat," a poultry industry representative told the conference. "In recent years, poultry's share of the market has increased from 18%, while red meat's share has slipped to 18% from 28%, and by the year 1981, per capita consumption will be equal. Competition to beef is growing.



**AN ANXIOUS WAIT**—As the National Western Stock Show opening data approached, cattle pens began to fill to capacity at the Denver stockyards last week. This feeder calf awaits his day in the spotlight, like others now in the yards. The feeder steer calf show gets underway during the 75th National Western one week from tomorrow, Jan. 20. (Staff photo)

### Fourth winner:

## Colorado man receives honored Litton award

Cecil Hellbusch, Aurora, Colo., has been named the 1981 recipient of the Jerry Litton Memorial Award for Achievement in Agriculture.

The award—which has become the top award presented during the National Western Stock Show—will be presented at a banquet honoring the winner Jan. 20 in the historic National Western Club "on the hill" at the Denver show.

### Hearings on DES nearly done: FDA

The U.S. Food and Drug Administration's hearings on alleged misuse of diethylstilbestrol in cattle are nearly finished, an FDA spokesman said.

The hearings were held so that firms accused of using the drug after the Oct. 31, 1979, ban could give reasons why the FDA should not prosecute them, according to CNS.

In the past four months, the FDA notified more than 50 firms of intentions to prosecute them for alleged DES misuse. The notification then gave the firms an opportunity, by verbal or written hearing, to tell the FDA why they should not be prosecuted.

Earlier this year, a FDA investigation found more than 425,000 head of cattle illegally implanted with DES and nearly 1400 head illegally fed the drug. More than 300 feedlots were found to have implanted or fed DES.

The hearings were held at the local FDA field office to each firm's area, the spokesman said. After a hearing, each field office will recommend to the Bureau of Veterinary Medicine in Washington, D.C., whether to continue the prosecution.

Until his retirement in 1974, the fourth Litton Award winner was the director of livestock and agricultural public relations for Safeway Stores Inc. of Oakland, Calif. The first award was made posthumously to Jerry Litton, the Missouri Congressman killed in a plane crash in August, 1970. The second winner was Earl Butz, former secretary of agriculture. Last year's winner was George S. Spencer, then executive vice president of NCA.

Widely recognized as a pioneer and leader in the livestock and agricultural public relations field, Hellbusch was a member of Rho Chapter of Alpha Gamma Rho Fraternity at Colorado State University, then known as Colorado A&M. The banquet honoring the Litton Award winner is sponsored by the agricultural fraternity and Rocky Mountain chapter of the National Agri-Marketing Assn. (NAMA).

This year's Litton recipient was one of the organizers of the Meat Type (Continued on page 8)

## Block confirmation close to last stage

U.S. Agriculture secretary-designate, John Block, delighted supporters and appeased some critics last week in his formal debut on Capitol Hill during confirmation hearings before the U.S. Senate Agriculture Committee, according to CNS.

The Galesburg, Ill., hog farmer deftly fielded questions from the most liberal Democrat to the "most reactionary Republican" on the committee and when the question became too specific, such as which areas of the USDA budget he would cut, he declined to answer. Block was endorsed by a long list of congressmen, producer organizations and commodity groups.

Representatives from the Community Nutrition Institute, the Food Research and Action Center and Bread for the World also appeared before the committee to express concern about his statements that the food stamp program should be pared.

However, some critics said they were encouraged by Block's testimony. He tempered earlier remarks about food stamp program

reductions, and enlarged the role he hoped to play as an advocate for farmers to include the part of an ombudsman between farmers and consumers.

Block said he intended to convince consumers that "American agriculture has

### Carter to renew Soviet grain halt

The Carter administration has decided to renew the U.S. grain embargo against the Soviet Union, although they believe the embargo technically did not expire on its Jan. 7 anniversary date, according to Commodity News Service (CNS).

There is no doubt that current export restrictions against the USSR will be maintained, government sources said.

When Carter halted exports of U.S. commodities to the Soviet Union in retaliation for its invasion of Afghanistan, he invoked different sections of the Export Administration Act to embargo technical and agricultural goods. (Continued on page 8)

## WESTERN LIVESTOCK JOURNAL

A CROW PUBLICATION

News • Trends • Sales • Shows • Markets

January 12, 1981

Central Edition

Vol. 80, No. 11

## Bankers, ranchers, brace for rocky ag finance road of '80s

By MARTHA WILLIAMS

Both bankers and the farmers and ranchers they serve face some major changes and challenges in the 1980s. Western Livestock Journal, made an informal survey of bankers across the country and found most of them braced for increased competition, continued inflation, and mercurial interest rates.

Jim Eatherly, president of the First National Bank of Tonkawa, Okla., and a member of the American Bankers Assn. (ABA) ag committee, charges that the major banks have not

committed enough funds for agriculture.

"In Oklahoma agriculture is the number one business, but the big banks' senior management is not making decisions that give agriculture its fair share."

Many small banks can't go higher than a \$250,000 loan, Eatherly continued, and if major banks would buy part of the loans to make up the slack, it would help.

Inflation has torn farmers to pieces, says Eatherly, "but ag products are one of the major ways to maintain a balance of

payments." Eatherly says that "the debt many farmers and ranchers will have to maintain to generate sufficient income is incredibly high... out of proportion to increased income potential."

"There's a continued rough road ahead for cattle people," predicts Willis G. Candland of the Tri State Bank and Trust in Idaho, who is also on the ABA ag committee. He's in a strong (Continued on page 8)

### From the novelty file:

## A government program that worked

"You could say this is one government program that worked."

The words are Don Nelson's, information officer for USDA's screwworm laboratory in Mission, Texas. Nelson's comment came with the announcement that the screwworm eradication operation had put itself out of business.

The U.S. and northern Mexico are virtually free of screwworms, reports USDA, making unnecessary the Texas plant, which produced sterile screwworms to break the life cycle of normal screwworms.

Nelson notes that all production of screwworm flies has been halted and existing sterile screwworms have been

moved to Tampico, Mexico, for distribution. Screwworm infestation of cattle remains a serious problem in southern Mexico.

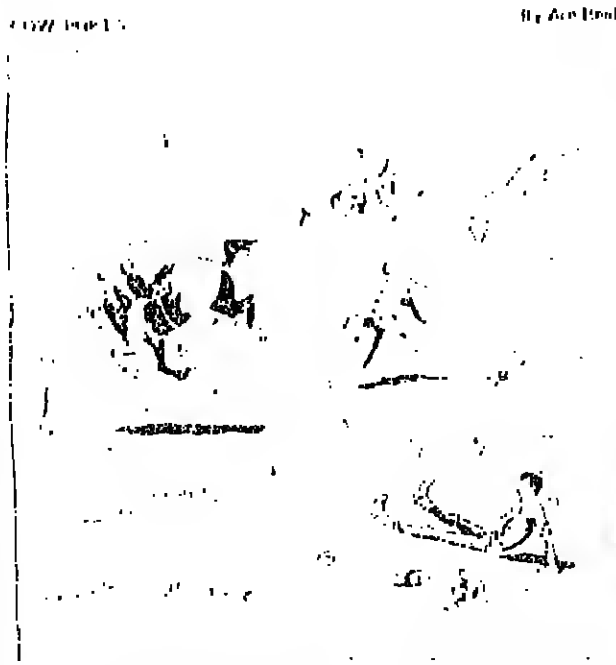
New screwworm strains will continue to be developed for Mexico in Fargo, N.D., in a biologically secure facility. There, Nelson says, the cold weather each winter will kill any flies that might possibly escape.

Larvae of the screwworm fly feed on living flesh to wounds of warm-blooded animals. Damage estimates caused by the screwworms ranged as high as \$100 million in the Southwest before eradication efforts were begun, according to USDA.

NEWSPAPER (priority handling)

NEWSPAPER (priority handling)





"Well, of course, I didn't 'specially care for you or that calf, but I shore wish you'd bring that new rope back!"

## Last year leftover debt may burden '81 profits

The nation's farmers and ranchers during 1980 took a double whammy. First, they were hit by a severe drought which cut production. Then, when production was disappointing, major financial problems were wrought by tight money and spiraling interest rates. And on top of that, drought and heat took a heavy toll on summer and fall crops.

That's the assessment of the USDA, whose analysts say farmers in drought-stricken areas will enter 1981 "heavily burdened with debt because of the need to obtain extensions and renewals of existing debts."

While interest rates are "expected to remain high in 1981," USDA analysts say

the are "expected to be lower, on the average, than this year's rate."

Meanwhile, farmers are having to cope with income cut about 25% from 1979, agricultural economists say. But the outlook for 1981 is much better.

Compared to farm income this year of between \$23 and \$25 billion, USDA analysts are predicting the nation's farmers will realize between \$27 and \$32 billion in 1981.

Reasons cited by the USDA economists are a "substantial drop in supplies of commodities as well as exportations of strong export demand."

The news, however, isn't good for everyone. While farm income generally will be up, the USDA says leg-

and poultry producers' income will improve "only marginally."

For farm equipment dealers and other dependent on farmers, the outlook for 1981 is also improved, says the USDA. Farmers' gross investment in 1980 was only \$12 billion as they postponed purchases capital items because high interest rates and income. But in 1981, figure should rise from billion to nearly \$41 billion.

People usually get a coming to them—unless been mailed.

### FOR THE 1981 NATIONAL WESTERN CHIANINA X ANGUS

1 pen of 5 steer calves. Black, 650 pounders  
80 Head, 4 pens, 625-650 pounds  
Black, 5/8 Angus, 3/8 Chianina  
BREEDING FEMALES  
They are open. Bangs vaccinated, all shots—  
They are ready to go anywhere  
85 Head—Chianina Angus  
Our largest Sale Group yet! Sired by MOTIVATER



See us in the Denver "Yards"

### Jim Ellsworth & Family

208/768-2664 • LEADORE, IDAHO

## Chicago Merc revises feeder futures contract

A significantly revised feeder cattle futures contract has been listed for trading on the Chicago Mercantile Exchange as of Jan. 2 following approval by the Commodity and Futures Trading Commission. Designed to keep pace with changes and needs within the feeder cattle industry, the revisions will take effect with a new January, 1982 contract and subsequent delivery months.

Changes in the feeder cattle contract are being made in the grade descrip-

tion, per contract weight allowable, discounts for gain and weight, maximum horn length and approved pur and discount delivery points.

The new feeder cattle trading unit will be 44,000 lbs. of feeder steers instead of 42,000 lbs. The steers will be of medium frame and the lower 1/3 of the large frame size. In addition, the steers will be of number one and the top 1/3 of the number 2 muscle thickness as defined in the official U.S. Standards for Grades of Feeder

Cattle.

The existing contract calls for 80% choice and 20% good grades and has now been revised to not more than 13 head of number two muscle thickness. A delivery unit can contain up to 23 head, or ten additional steers, of the top 1/3 of USDA number two muscle thickness at a discount of four dollars per cwt.

The average per head weight has been increased from 550-650 lbs. to 575-700 lbs. The discount for heavy cattle has been increased from 1.5 cents per cwt. over

the acceptable horn length has been increased from three inches to five inches.

Our delivery points in the revised contract are Omaha, Neb.; Oklahoma City, Okla.; and Sioux City, Iowa. Delivery may also be made at Kansas City, Mo. and St. Joseph, Mo. at a 25 cents per cwt. discount.

## Meat men submit ideas for Reagan agricultural policies

A position paper submitted to President-elect Reagan by Roy Kopp and Dick McDougall has outlined for the new administration five critical areas for the livestock and meat industries.

The five areas of concern are: 1) profitability; 2) USDA orientation; 3) excess government; 4) human nutrition; and 5) food safety.

Kopp, past president of the National Pork Producers Council and past chairman of the Meat Board's Pork Industry Group, and McDougall, former president of the National Cattlemen's Assn., are serving on a 15-member task force advising Reagan on agricultural issues.

Human nutrition recommendations, based in part on Meat Board input, called for a more cautious government approach to nutritive

issues.

"While it is appropriate for the federal government to advise the public on matters of national health," the paper states, "dietary recommendations must be based on inclusive scientific evidence. If there is uncertainty about the effectiveness of a dietary program, there must be clear evidence that the proposed intervention will not be harmful or detrimental in other ways."

In addition, the paper calls for a review of the nutrition education programs and school lunch guidelines, and the establishment of a review procedure for dietary recommendations relating to health by an independent scientific body.

All good things come to the other fellow if you wait.

## The Newest Sensation in the BEEF CATTLE WORLD SHORTHORN, Of Course



### AYATOLLAH

Calved Nov. 7, 1979  
USDA Actual Other Weights  
205 day 915# Birth 80#  
365 day 1447# 10 mos. 1210#

See him on exhibit in front of Livestock Exchange Building National Western, Denver • Jan. 14-22

Register Free—\$500 CASH DRAW—SEMINAR AVAILABLE—  
**GRAHAM**  
LAND & LIVESTOCK CO.  
P.O. Box 128 • 612/650-4515  
Waverly, Minnesota 55390

## Remember to Mention WESTERN LIVESTOCK JOURNAL

When Writing Advertisers

## Task Force urges animal research

The task force for animal agriculture research has called for an immediate increase in research on ways to meet future needs for nutrition and safe, affordable meat, milk and eggs, reports CNS.

The task force, composed of more than 200 U.S. scientists, producers and consumers, said investments in research and development have not kept pace with the growing demand for animal products.

"Traditionally, animal producers and scientists have not aggressively

sought support for research," according to Henry Fitzhugh, animal scientist at Winrock International Livestock Center, Morrilton, Ark.

"They producers and scientists recognized the obvious need and thought the public would too, but 20 years without a real increase in support for animal agriculture has brought us to the brink of crisis," Fitzhugh said.

According to the group,

every dollar spent on agriculture research has been a consistently good investment, with average returns of 50% on each dollar.

Animal agriculture research priorities should be geared to finding ways to use low-quality roughage for animal feed, using animal wastes for fertilizer and fuel, and protecting animal products from loss of food value resulting from product contamination, animal disease or inadequate packaging.

Research also is needed to determine relationships between diet and health and to promote increased animal productivity.

### Coming Events

Jan. 14-24—National Western Stock Show, Denver, Colo.  
Jan. 21—American Murray Gray National Show at the National Western, Denver, Colo.

**CATTLE AUCTIONS**  
Jan. 12—Sutton Buggypala Cattle Co. Simmental Range Bull Sale, Broken Bow, Neb.  
Jan. 13—Harrell Cattle Co. Stockmen's Sale, Gonzales, Texas.  
Jan. 10—Summit Limousin Sale, Bannock, Colo.  
Jan. 17—American Shorthorn Assn. Bull Sale, Denver, Colo.  
Jan. 17—Southwest Graham Bull Sale, San Angelo, Texas.  
Jan. 18—American Chianina Assn. National Western Sale, Denver, Colo.  
Jan. 18—"Black Power" Limousin and Chianina Sale, Bannock, Colo.  
Jan. 18—Red Angus Range Bull Sale, National Western, Denver, Colo.  
Jan. 19—"ALL EMULOUS" Angus Sale, Anthony Shadow Sale, Bannock, Colo.  
Jan. 19—American Galloway Breeders Assn. 10th Mile High Sale, Denver, Colo.  
Jan. 19—Marky Cattle Assn. Sale, National Western Stock Show, Denver, Colo.  
Jan. 19—No. American Blonde d'Aquitaine Foundation National Western Sale, Denver, Colo.  
Jan. 21—American Angus Assn. National Western Bull Sale, Denver, Colo.  
Jan. 21—American International Charolais Assn. Sale of the National Western, Denver, Colo.  
Jan. 21-22—North American South Devon Assn. Show & Sale, National Western, Denver, Colo.  
Jan. 22—American Murray Gray Assn. National Sale of the National Western, Denver, Colo.  
Jan. 22—Gentry's Double Hook Ranch Charolais Special Edition 1 Sale, Bannock, Colo.  
Jan. 22—Riverdale Horolord Ranch, Maxwell, Neb.  
Jan. 23—American Pinzgauer Assn. Sale, Denver, Colo.  
Jan. 23—MPTLA Texas Longhorn Sale at the National Western, Denver, Colo.  
Jan. 23-24—Am. Gulltoto Assn. Gold Trophy Show & Sale, National Western, Denver, Colo.  
Jan. 24—Kattler Heretors Spogal Private Treaty Sale, Sturgis, S.D.  
Jan. 24—Nebraska Spodacilar Limousin Sale, Grand Island, Neb.  
Jan. 24—Repp, Min. Santa



**BULL AWARD**—Joy Weinheimer, Stoneham, Texas, was one of five recipients of the Golden Bull Achievement Award during awards banquet of the American Junior Hereford Assn. Convention, Kansas City, Mo. The award consists of a bronze Hereford bull model from the American Hereford Assn. and American Junior Hereford Assn. and a \$100 cash stipend from the American Hereford Auxiliary.

### USDA asks for P&S comments

Public comment is being sought on several proposed changes in packers and stockyard program regulations, including a proposed increase in the amount of bonds required of dealers buying and selling livestock, reports CNS.

Other proposed changes include a reduction in the information required for annual reports submitted by livestock dealers and market agencies. Another USDA proposal is to allow custodial accounts for shippers' proceeds to be kept in savings accounts.

The proposed revisions were published in the Federal Register on Dec. 31.

Comments can be sent until March 2 to Deputy Administrator, P&S, AMS.

## RHR Production Sale Thursday, January 22

Lunch 11:30 • Sale 12:30 CST • Be Our Guest! at the ranch  
**Maxwell, Nebraska**

"Golden Hereford Cattle" with QUALITY and SIZE

### 70 Bulls

Big, rugged, coming Two's, pasture raised. Guaranteed Sound!

### 35 Cows

Sale in calf to our top RHR Sires. Guaranteed Sound!



Lot #11 RHR Golden BTL 2559 by RHR Golden Bull 1

The best set of Battle 1 sons we've yet produced will be available January 22 at the ranch.

Write or call for catalog

### RIVERDALE

HEREFORD RANCH Harold Sukraw & Family

MAXWELL, NEBRASKA 69151 • 308/582-4420

Maxwell is 13 miles east of North Platte on Hwy. 50 or 130. The ranch is located 6 miles north of Maxwell on Highway 130, Route 404.

This Kind of Quality Deserves...  
**A Closer Look**

## LEHMAN HEREFORDS SALE

Wed., Jan. 21, 1981

• 1 p.m. at the Ranch • Lunch served at 12 noon



SR Mischief D4 115



SR Mischief 5306

ROBERT SCHNELL—Auctioneer

For Catalogs Contact—

### LEHMAN HEREFORDS

HAROLD 308/569-2359 FARNAM, NEBRASKA 69029

JERRY 308/569-2493

LOCATED—  
12 miles south of  
Gothenburg, Nebraska  
on Highway 47 and 2 mi. W., or 5 mi. N. of  
Farnam, Nebraska

### 42 Bulls

coming 2-year-olds

Sired by—

MR Mock Dhu 3

RC Mischief 920

Lehman invites you to come take a closer look at this set of high quality, growthy, correct bulls that are ready to go to work in your herd. Clean pedigrees, free delivery on five or more bulls to one point, up to 500 miles. Bulls' weight will be available sale day.

## Dottie Bee Limousin Bull & Female Sale Saturday, February 7 • 12:00 noon Lincoln County Fairgrounds, North Platte, Neb. Selling 75 Lots

32 Females • 43 Bulls  
5 Bred American Purebred cows • 5 Bred American purebred heifers  
12 American purebred heifer calves • 10 Bred 75% cows  
4 Two-year-old American purebred bulls, including Black Magic, an outstanding black purebred son of Goldenview Harvester  
2 Yearling American purebred bulls • 29 Service age percentage Limousin bulls  
8 Yearling percentage Limousin bulls



BLACK MAGIC A top black purebred son of Goldenview Harvester (that sells... see him sale day.)

"This is a super offering of high percentage bulls as well as a select group of American purebred and three-quarter females, presented to you by one of the premier breeders in Nebraska. Plan to be with us Feb. 7 in North Platte for this fine offering of Limousin cattle."

## DOTTIE BEE LIMOUSIN

Jack Doherty 308/584-3249  
Brady, Nebraska

2011/11/12





JOHN W. WELCH



GEORGE S. SPENCER

## Former NCA staffers begin new commodities operation

George S. Spencer and John W. Welch have announced the formation of a new company, Summit Cattle Enterprises, Inc. The Denver-based firm, a joint venture with Rutenacht of Phoenix, Ariz., will be involved in several aspects of the beef cattle business.

Spencer, who will be president of the company, was executive vice president of the National Cattlemen's Assn. and the former American National Cattlemen's Assn. for 10 years prior to resigning last August.

Welch, also a former NCA staff member, has been in cattle management, risk management and commodity brokerage work for the past three years. He will be vice president of the new firm.

Rutenacht owns and operates a commodity brokerage business, Rutenacht Commodities, and he is also involved in his own cattle operations.

Spencer said that a principal part of Summit operations will be a commodities office, as the Colorado branch of Rutenacht Commodities. The new company also will offer marketing management services for cattle producers and feeders. Services will include buying and selling cattle, forward contracting and hedging. In addition, Summit will provide order-buying services through one of Rutenacht's companies, Cactus Cattle Co.

Another activity will be the company's own posturing and feeding of cattle. Summit Cattle services and operations will be national in scope.

The commodity brokerage services, Welch said, will involve all types of futures contracts, including grain, livestock and financial instruments.

Before joining the former AMCA in 1970, Spencer was in public relations and packing plant management positions with Swift & Co. Earlier he was a vocational agriculture teacher in his native Utah. When he resigned from NCA, Spencer indicated that he wanted to devote more time to his

**Beef's number one**  
What was the number one seller in American supermarkets in 1979? Fresh beef, according to the industry magazine Supermarket business. Consumers spent \$16.2 billion on fresh beef in U.S. grocery stores, compared to \$12.9 billion for the number one category, "provisions" — bacon, ham, sausage and cold cuts.

family and remain in Denver, while being involved in the livestock business.

Welch, an agricultural economics graduate of Texas A&M University, was with Cattle-First, the marketing analysis service associated with NCA, and with NCA for several years. Later he was with Triple G Feeder, Brighton, Colo., in charge of risk management. Most recently he has been in cattle management and commodity brokerage, as a vice president of Taurus Corp., Boulder, Colo.



**ELECTED**—Myron Woolver, a registered Angus breeder from Unionville, Mo., was elected president of the American Angus Assn., at the 97th annual meeting of delegates, in Louisville, Ky. Woolver, replaced Dave Pingrey, retiring president from Boston, Mass.

## 23rd Annual BLACK HILLS STOCK SHOW Jan. 31-Feb. 8

We're moving to:



Rushmore Plaza Civic Center  
Rapid City, South Dakota

Sponsored by:  
**Central States Fair**  
805/342-8325  
Box 2580 • Rapid City, S.D. 57709

## Report reactions cause market hog price drop

December's hog and pig report showed an inventory decrease of only five to six percent, and the ten percent predicted by many market analysts.

As a result of the emotional reaction to the report, market prices of hogs have dropped. A factor affecting the current market price of hogs is the number of heavy hogs being sold. Market weights are averaging 247-249 lbs. Only one other time in the last 30 years have weights averaged over 247 lbs.

The National Pork Producers Council said that pork producers have not marketed hogs at optimum weights in anticipation of the further increases in

market prices for live hogs expected in the new year.

Although pork producers are disappointed that the reduction in numbers is not greater, there is a positive side, December's report is the first to show a substantial reduction in five years.

According to Orville Sweet, executive vice president of NPPC, those producers being hurt the worst are the ones who let their hogs get too heavy. The same result applies to producers who let their hogs get too heavy in the future.

"After all," said Sweet, "an average 20-lb. lighter hog going to market will

have a greater effect on price than the predicted ten percent reduction in numbers." The increased price of grain should also encourage marketing at lighter weights.

However, we are seeing much more disciplined industry than we saw a few years ago, said Sweet. Pork producers are more professional in their reactions to market observations today.

Cost of producing pork today is from \$47 to \$60 per hundredweight, depending

on the efficiency of the operation and cost of facilities.

Bill Buller, president of NPPC and a producer from Brookings, S.D., said, "Pork producers should get current in their marketing as soon as possible and maintain lighter weights, preferably 220 lbs. This would not only reduce the surplus but provide a better product for the consumer while reducing the cost of production to the producer."



### HAYNES HEREFORD

4th Annual Bull Sale—February 14  
Selling 50 Bulls

Livestock Exchange—Brush, Colorado

For catalog and information, contact:  
Delbert Haynes • 303/854-2457  
Holyoke, Colorado

### "THIS IS NO BULL"

Virden Perma-Bilt Engineering Department is now offering, 1 7/8" x 24" windmill cylinder barrels, with caps, at 1/4 the price they are selling for now! These barrels and caps are made from thick, heavy wall PVC and then lined with 1/8" of our steel hard epoxy. These barrels are as good as any brass barrel on the market! The steel hard epoxy lining assures long life and true check strokes. Our 1 7/8" x 24" barrel sells for \$29.95 plus \$2.50 postage! It connects right to your 2" pipe (steel or PVC). These epoxy lined barrels are doing a wonderful job right now. Send for information. Virden Perma-Bilt Co., 2821 Mays Ave., Box 7160 WL, Amarillo, TX 79109, 806/352-2781.

eliminate misidentification of equine products," Houston said.

Houston said under this proposed official import inspection stations would furnish their own marking devices rather than have the brands furnished by FSQS.

The proposal was published in the Dec. 12 Federal Register, available at many public libraries. Comments should be sent by Feb. 10 to: regulations coordination division, attention: Annie Johnson, FSQS, USDA, Washington, 20250.

Electricity is still the highest priced form of energy for farmers, reports the USDA. Natural gas is the cheapest.

### Changes coming:

## Feeder Assn. speaker predicts more stimulation, leaner beef

The beef industry is changing! So said Thomas Sparks, manager of Held Beef Industries, as he spoke to the North Dakota Feeders Assn. recently in Fargo.

For openers, electrical stimulation in slaughter animals is a coming trend. An electric current is applied to the carcass after slaughter and bleeding, while the tissue is still sensitive to electricity.

This results in more tender beef as muscle constriction occurs more rapidly.

"Necessary equipment is readily available. It is a simple, inexpensive step easily added to our operation," Sparks said.

Sparks believes by using electrical stimulation, that overconstriction of the muscle is eliminated and thus extra fat cover will not be necessary. He believes that lean, tender beef is the product of the future.

Lighter carcasses are another good bet. Processors prefer a 500 lb. carcass because it is easier to handle than an 800 lb. carcass.

Lean beef is also more economical for a family of four, as the purchaser will almost always buy four small steaks instead of four large steaks.

Smaller weight carcasses are ideal for small stores, where you can fabricate the carcasses into any size of steaks and roasts according to how the consumer wants them cut.

But, producers need

incentives, to produce the type of animal that consumers desire. Otherwise the change to producing lean beef will take longer.

The introduction of many exotic breeds means that more 800 lb. carcasses will be marketed. The exotic breeds don't have high quality carcasses until they reach higher weights.

The exotic breeds have leaner carcasses at higher weights as they lay down more muscle tissue and are not overly fat.

The small 500 lb. carcasses are ideal for cattle that finish out light. So where you finish cattle out at depends on the carcass size. It is more economical to process these exotic breeds' 800 lb. carcasses than to process 500 lb. carcasses as much more tonnage can go through the plant per day of 800 lb. carcasses.

Sparks pointed out that the merchandising of beef has been all but nonexistent. Beef is and has been the preferred meat in our culture. This is such a basic fact that we have depended on our product to sell itself.

"The consumer wants and prefers beef, but at relatively competitive prices. Gradually our market share is being lost to other competitors. We must look to improve, innovative and sophisticated methods of merchandising."

There will be more frozen meat marketed too. A much better quality product can be produced more cheaply, by portion cutting the

carcass at a central distribution point, freezing the cuts and then shipping them out from that point.

Freezing meat will eliminate bacterial problems and many transportation problems associated with fresh meat. Only freezer space will be needed, eliminating refrigeration and cooling space.

### Shuttle buses to ease parking ills

Round-trip shuttle bus service from Mile High Stadium to the Denver Coliseum will be initiated for National Western Stock Show visitors, according to Charles Sylvester, show general manager.

Sylvester said Gray Line of Denver will provide "continuous" shuttle transportation from Lots #5 and #6 on the south and east sides of Mile High Stadium and from the east entrance of the Coliseum.

The service will be available from 11 a.m. to midnight during the 1981 show dates.

Parking at Mile High Stadium will be free. Gray Line of Denver will charge adults two dollars and students (13 to 18 years old) one dollar for round-trip transportation. Children 12 years old and under will ride free.

Sylvester said the shuttle bus service is being offered because of insufficient close-in parking space in the area of the Coliseum.

**Our Annual Special Private Treaty Sale**  
Saturday, Jan. 24  
2 p.m. at the ranch  
Sturgis, S.D.

Come early to inspect the bulls and be ready to claim your choice

Selling

**42 Performance tested bulls**  
1979 Spring and fall yearling bulls.  
The very select end, ranking at the top in growth indexes.

**2 Young herd bulls**  
proven top performance Mark One Sires.

**KEFFELER HEREFORDS**

Mark Keffeler 805/347-2187 Hal Ireland, headman 805/347-2101  
26 Herford Route, Sturgis, South Dakota 57785  
10 miles east of Sturgis on the Atchafalaya Road



First in News of the Beef Cattle Industry

## SPECIAL COW SALE ROSWELL LIVESTOCK AUCTION Roswell, New Mexico • 11 a.m. Friday, January 16

- 50 BWF Heifers, 10 calves on the ground.
- 200 Really nice BWF springer heifers bred to quality Brangus Bulls, begin calving in Feb.
- 225 Springer heifers, 100 BWF, 50 Herefords, 75 RWF. Begin calving in February to Brangue bulls. All calfhood vaccinated.
- 75 Head of springer heifers. Includes 25 Hereford and 50 Brangus. Begin calving March 1, bred to Brangue bulls.
- 70 Fancy BWF heifers bred to Longhorn bulls, begin calving February 15. Calfhood vaccinated.
- 28 Nice Hereford heifers, early calvers.
- 70 Calfhood vaccinated crossbred heifers, begin calving March 1, bred to Brangus bulls.
- 180 Heifers, including 110 Brangus, 50 big eared, BWF, weigh 625-725 lbs. Been with Brangue bulls 60 days. Calfhood vaccinated.
- 150 Open heifers, including 100 BWF, 50 Brangue and crossbred, ready to put the bulls with.
- 50 Second-calf Hereford and BWF springer cows.
- 30 Brangue springer cows.
- 40 Black Angus springer cows.
- 70 Young, mostly Hereford and BWF cow/calf pairs.
- 60 Young, Mixed springer cows.
- 150 Hereford and BWF cows, 3-7 years old, 20 calves on the ground.
- 215 Crossbred cows, 4-8 years old, 60-70 calves on the ground.
- 150 Mostly crossbred cows, start calving in February.
- 130 Head of Hereford cows, running age, start calving in 30 days.
- 5 Registered Brangus bulls, 18 months old.
- 5 Brangue bulls, 2 years old.
- 10 Purebred black Angus bulls.
- 10 Hereford bulls, 2 years old.

All cows brucellosis tested or calfhood vaccinated  
Most cows are pregnancy tested

For further information, contact:

**Roswell Livestock Auction**

505/622-5560

DALE ROGERS  
Manager  
505/623-7466

DICK IRWIN  
Yard Manager  
505/622-6580

DICK MOORE  
Auctioneer  
505/274-8296

## \$25,000

## World Limousin Futurity Show and Sale

Jan. 28—Feb. 3  
Sioux Falls, South Dakota

This is the World's Richest  
Limousin Show & Sale!

### Schedule of Events:

Friday, January 30  
All cattle arrive

Saturday, January 31  
Open Steer Show  
7:30 p.m. Rodeo

Sunday, February 1  
Commercial Heifer Show  
4:00 p.m. Fitting end  
Showmanship Calcutta

Monday, February 2

7:00 p.m. Pre-Sale party and dance  
featuring Red Steagall

Tuesday, February 3

8:00 a.m. World Limousin Futurity Show  
at the Sioux Empire Farm Show  
6:00 p.m. Pre-Sale Party  
7:00 p.m. World Limousin Futurity  
Ballroom Sale, Remada Inn

For further  
information and  
catalog, contact:

SALE  
MANAGEMENT  
BY

AMERICAN CATTLE  
SERVICES, INC.

KEN HOLLOWAY  
405/697-2416  
BRUCE BROOKS  
405/693-2457  
MERV MEWES  
405/692-2241

ROUTE 2 • CHATTANOOGA, OKLA. 73528 • 405/336-3004

### PRESENTING.

### SHOW

Beginning at 9:00 a.m. on  
January 24th.  
Show Judge: Jany Robbe,  
Pueblo, Colo.

### SALE

Sale time to 1:00 p.m. on  
January 24th.  
Auctioneer: C.K. "Bonny"  
Boath.

Selling a top set of Pure-  
bred and Percentage Bulls  
and Purebred and Percentage  
Females.

1st Annual Nebraska Junior  
Limousin Heifer Show will be  
held in conjunction with the  
Spectacular Show and Sale.  
The show will be at 11:00 a.m.  
on January 24th.

The Nebraska Limousin Assn.  
Annual Meeting will be held at  
the Remada Inn in Grand  
Island, on Friday, January 23rd  
starting at 6:30 p.m.

Sale Headquarters:  
The Remada Inn,  
Grand Island, 308/384-6160

Sale Managed by:

**CATTLE  
BROKERS  
INC.**

## NEBRASKA "SPECTACULAR" LIMOUSIN SHOW & SALE

FONNER PARK  
GRAND ISLAND, NEB.  
JAN. 24, 1981





**SCHOLARSHIP WINNERS**—Six national winners in the 4-H agricultural awards program receive congratulations from Ben H. Warren, president of International Livestock's Agricultural Equipment Group, and vice chairman of the board of trustees of the National 4-H Council, at the 50th 4-H Congress in Chicago. Standing with Warren in the front row are: Michael H. Phillips (left), 19, Grenada, Miss.; Scott H. Blumer, 18, Fairbairn, Minn.; David D. Strawn, 18, Cimarron, Kan.; and Michael A. Abatti, 18, Holtville, Calif. In the back row are: Herman P. Welch (left), 18, Fayetteville, Tenn.; and Todd M. Gardner, 19, Eckley, Colo. Each of the national winners received a \$1000 scholarship from ILL and its annual 4-H luncheon. For the past 26 years, ILL has sponsored the agricultural awards program. This year, enrollment in the program topped one-million 4-H youths.

### A sticky subject:

## Meat substitutes carry high cost; play havoc with "calorie budget"

Peas and butter may be cheaper, but from a health standpoint eating meat substitutes can be expensive, according to Barbara Hicks, director of education for the National Live Stock and Meat Board.

Speaking recently to about 700 persons at the 62nd annual convention of the Indian Farm Bureau in Indianapolis, Hicks said while other sources of nutrients can be cheap dollar-wise, they can be very expensive when it comes to calories.

"To maintain the proper body weight for good health, people should watch their 'calorie budget' just as closely as their food dollar budget," Hicks said. "In these terms, meat is an excellent buy because it provides many essential nutrients for the calories it contains. And with obesity now a number-one dietary problem, this should be important to most Americans."

Hicks said red meats make a very positive contribution to the nutrient needs of humans. Foods from the meat group provide a good source of the daily requirements of protein, several B-vitamins and the minerals iron and zinc. Each of those nutrients serves a specific, vital function in the body.

Some people are predicting, Hicks said, that unless the meat industry can reassure the American public that red meat is a good value, eventually the public may tend to use red meat as "just a garnish or condiment at meals, rather than the basis of meals."

**Population on farm continues to decline**  
The U.S. farm population is now estimated to be slightly less than three percent of the total nation's population, according to a report from the U.S. Department of Agriculture and Commerce.

At 6.2 million, the farm population is calculated to be down about four percent

While price was one consideration of people who were reducing their meat consumption, Hicks said, another factor was the diet/health issue.

"The authors of the 'Dietary Goals' and other similar reports, who recommend that Americans drastically reduce animal food consumption, base that recommendation on the premise that the nation's health is deteriorating," Hicks said. "That simply is not true."

Hicks pointed out that Americans are living longer, there's less infant and maternal death and we're closer to our genetic potential in stature than ever before in history. In addition, the rate of heart disease deaths has been

dropping—even during the years the consumption of red meats was increasing.

"All the concern over animal foods and heart disease is still a matter of hypothesis, and yet the American people have been led to believe that animal foods cause heart disease," Hicks said. She said the cause or causes of heart disease are unknown, and there is no proof that lowering one's dietary cholesterol intake will lower one's chances of dying from heart disease.

"There's no sound reason not to eat a moderate amount (of red meat)," Hicks said. "It has been a part of our diet for centuries and should continue to be a key part of our diet for many more years to come."

### Stomach research innovation:

## "Pop" go the stomach tops

George—the steer may lose his job.

And that goes for other research animals across the country, too, like him, with "pop-top" stomachs.

Mark Buettner, an agronomist at Oregon State University's Klamath Agricultural Experiment Station, believes he has found a way to obtain bovine digestive fluid—needed for laboratory tests of the digestibility of hay and other feeds—without using a plastic device called a fistula. For years, such devices have been surgically implanted in the sides of cattle to give animal scientists ready access to stomach fluids.

"I've been looking for a way to get away from the fistula," explained Buettner, "because it causes health maintenance problems for the people taking care of cattle and it's expensive. It runs about \$600 these days to have a veterinarian put a fistula in. Then you have to clean around the mouth of the fistula once a month to prevent infection."

Besides, he added, fistulated cattle, which normally are kept for 10 to 15 years,

are difficult to sell when a researcher no longer needs their services.

The OSU scientist developed his alternative technique for obtaining digestive fluid in numerous experiments with George, a fistulated steer that has been the Klamath Station's longtime source of digestive fluid, and experiments with a nonfistulated steer. Buettner, or an assistant, simply ran a small tube down the throat of the nonfistulated steer and pumped out the fluid they needed. George's fluid was used for comparisons.

In the past, said Buettner, researchers have "just reached through the fistula,

grabbed a handful of whatever's in there and squeezed the juice out."

The stomach fluid is used in laboratory experiments which simulate the digestive process and allow researchers to rate the digestibility of various forage products.

The OSU scientist is convinced digestive fluid obtained through a cow's throat works as well in lab tests as fluid obtained through a fistula.

\*\*\*  
The main trouble with going through channels is that we so often get stuck in a rut.

## Welcome Cattle Raisers

To The  
**1981 Houston Livestock Show and Rodeo**  
Livestock Show: Feb. 25-Mar. 6; Rodeo: Feb. 27-Mar. 6

### ALL BREED REGISTERED RANGE BULL and COMMERCIAL FEMALE SALE

Sunday, March 1, 1:00 P.M.

### 1981 OPEN CATTLE SHOW SCHEDULE

ANGUS	Wed. Feb. 25, 9:00 A.M.
GRAHAM, National Show	Wed. Feb. 25, 9:00 A.M.
GRAHAM, National Show	Thurs. Feb. 26, 9:00 A.M.
GRAND, International Show	Thurs. Feb. 25, 12:00 NOON
CHANDLER, All of Excellence Show	Wed. Feb. 25, 5:00 P.M.
HEREFORD	Fri. Feb. 27, 9:00 A.M.
LIPOUSIN	Sat. Feb. 28, 9:00 A.M.
MAINE ANJOU, Champion of Champions	Sat. Feb. 28, 9:00 A.M.
National Show	Sat. Feb. 28, 2:00 P.M.
POLLED HEREFORD	Thurs. Feb. 26, 2:00 P.M.
RED POL	Thurs. Feb. 25, 3:30 P.M.
SANTA TERESA	Fri. Feb. 27, 1:00 P.M.
SHORTHORN	Wed. Feb. 25, 2:00 P.M.
SIMMENTAL, Champion of Champions Show	Sat. Feb. 28, 1:00 P.M.
ZEBU	Thurs. Feb. 26, 5:30 P.M.

## HOUSTON Livestock Show and Rodeo

For information, Premium List and Rodeo tickets, write  
P.O. Box 2070, Houston, Texas 77255



**MANAGER**—Russell J. Berno, director of marketing for American Breeders Service, has announced the appointment of Steven J. Yarn as manager of training. In his position with ABS, Yarn will be responsible for all training in sales and A.I. herd management activities.



## "GOLDMINE" Full French Limousin

1980 photo of 3 years weighing 2160 pounds.  
Full brother to the 1st Cow Palace Limousin Grand Champion Bull

**BATES RANCH**  
Keating Route  
Baker, Oregon 97814

**Carnation Co.—Genetics Div.**  
P.O. Box 938 • Hughson, California 95326  
209/883-4001



★ **Our thanks** to the good buyers of our third annual sale. We were very proud of your showing accomplishments with our cattle—including the "Super Steer" Award at Monterey County (computed from live judging, carcass evaluation, and rate of gain).

★ **CATTLEMEN** with the courage and foresight to change—to meet the demand for leaner, higher yielding carcasses—should consider the use of Goldmine in their English herds. Look at the structural correctness of this outstanding Full French Bull, the heavy bone, the strong feet, his length of back. He'll put pounds of muscles on your calves from those good English caws.

★ **GOLDMINE** stands at Carnation Genetics near Modesto, Calif. Semen is again modestly priced for 1981 at \$8.00 per unit directly from Carnation or through your local inseminator.

★ **20 of our 1980 Spring Heifers** had Contemporary Adjusted Average Weight of 205 days at 523.84 pounds.

### American Cattle Conference

Senator Malcolm Wallop (R-Wyo.) will be a featured speaker at the fourth annual American Cattle Conference sponsored by the Colorado Cattle Feeders Assn. (CCFA) on Jan. 17.

Wallop will address the luncheon session during the one-day seminar on the futures market. Wallop is a member of Senate Committee on Finance; Energy and Natural Resources; and the Select Committee on Intelligence. He is the incoming chairman of the Select Committee on Ethics.

"Senator Wallop is deeply involved in areas of paramount concern to the cattle industry," said Ben Houston, conference chairman. "His work in the areas of tax law reform, water, energy and grazing assure a presentation detailing issues of direct impact and growing impact to our industry."

The American Cattle Conference, a one-day seminar for members of all facets of the cattle industry will be held Sat., Jan. 17, at the Denver Hilton Downtown. Registration at the door is \$30, and begins at 8:30 a.m. with the meeting beginning at 9:15 a.m.



**CORONATION**—Kathy Martin, Miss Rodeo America 1981, in congratulatory by John Milano, Resistol Hats president, following her coronation in Oklahoma City. Resistol Hats provides Miss Rodeo America a complete hat wardrobe for her year in office. Kathy captured the title after six days of competition in horsemanship, personality and appearance.

## The American Gelbvieh Assn. invites you to

## GELBIEH



## Denver, Colorado January 19-22, 1981

Monday & Tuesday, January 19 & 20  
AGA National Convention  
Inn at the Merit

Wednesday, January 21  
Pen of 3 Bulls Show  
1:00 p.m. Livestock Center Judging Arena

Thursday, January 22  
Gelbvieh Grand National IX Show  
8:00 a.m., Stadium Arena  
Gelbvieh Grand National IX Sale  
7:00 p.m., Beef Palace Auction Arena

For more information, contact:



**AMERICAN GELBIEH ASSOCIATION**  
311 Livestock Exchange Bldg.  
Denver, Colorado 80216

303/623-4481

### Pro Rodeo Cowboys Assn.

Stouten's Denver Inn will again be the hub of National Western Stock Show and Rodeo activity this month, beginning with the 34th annual Professional Rodeo Cowboys Assn. (PRCA) Jan. 12-15.

About 700 PRCA members and others who are involved in rodeo will gather at the hotel to plan the 1981 season and work on rodeo rules. The convention will be held in a prior in the 1981 National Western Stock Show and Rodeo, Jan. 15-25.

Song writer Ed Bruce, best known for songs such as "Mama, Don't Let Your Babies Grow Up to Be Cowboys," "See the Big Man Cry," and "Texas When I Die" will be featured during the convention's awards banquet, hosted by celebrity and rodeo competitor Bob Eckhardt.

All-Around World Champion Cowboy Paul Tierney and winners of the six divisions of rodeo competition will be honored at the banquet in Stouten's Continental Square. Winners will receive their trophies and saddles.

Malcolm Baldrige, the U.S. Secretary of Commerce designate, and a long-time rodeo competitor will be a featured guest Thursday night. He will also participate in the National Western Rodeo in the Team Roping event.

The PRCA board of directors and rodeo committees are scheduled to meet throughout the conference. Educational seminars and business meetings will be held. Also, PRCA directors will take office during the convention.

### Nebraska Hereford Assn.

Members of the Nebraska Hereford Assn. met in North Platte recently for their annual meeting and election of officers. Serving as president for the coming year will be Duane Boyce, Springfield. He succeeds Kevin Munk, Lincoln, as president of the same 200 members of the NHA. Boyce had served as vice president during the past year.

Charles Schneider, Fallsburg, was elected to the post of vice president, and Ron and Kay Morgan, Burwell, continue as secretary-treasurer.

Newly elected to serve on the board of directors were: Frank Munz, Waverly; Rich Johnson, Tilton; Dan Lee, Hammond; Roger Chenoweth, Kilgore; Lawrence Turner, Sparks; and Tom Selman, Chadron.

### Brush and Weed Control Conference

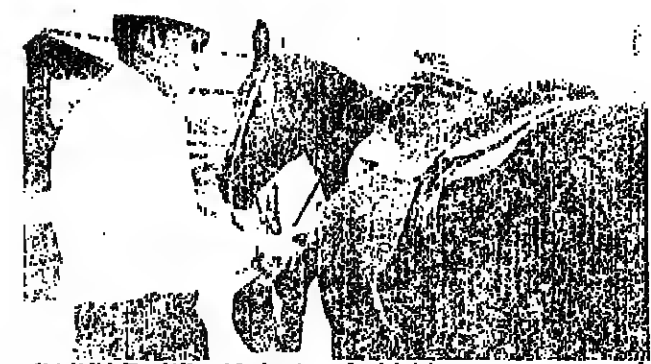
The eighth annual Range Brush and Weed Control Conference will be held Jan. 27-28 at the Howard Johnson Motor Lodge, Las Cruces.

During the program, Bob Jones, an Otero County rancher, will cover a rancher's perspective of brush control. Roy Stovall, from BLM's East Roswell District, will speak on brush control in the district.

Researchers from Arizona, Texas and New Mexico will report on their latest research in brush and weed control on rangelands, says Jesse Gerard, extension farm and ranch demonstration specialist of New Mexico State University.

An informal session will be held Wed., Jan. 28. It will cover various aspects of noxious plant control. This session will be chaired by Dr. Jim Bob Grumbles of Dow Chemical.

The New Mexico Agricultural Chemical Conference, Jan. 28-29, will convene at the Holiday Inn de Las Cruces following the Range Brush Conference.



**SADDLE UP**—Malcolm Baldrige, secretary of commerce designate, will be a featured participant of the PRCA convention and National Western Rodeo this month.

### Colorado Hereford Assn.

The annual meeting of the Colorado Hereford Assn. was held recently with Bob Millor, Elizabeth, being elected to serve as president for the organization for the coming year. He succeeds Bart Strong, Moeker, at the helm of the 100-member organization.

Serving as vice president will be Gene Spangler, Colbran, with Lawrence Bartel, Mancos, serving as secretary-treasurer.

## FORSTER FARMS

### Simmental Production Sale

January 31, 1981

1 p.m.

at the ranch

Smithfield, Neb.

Selling:

50 Bulls

10 2-year-old bulls  
5 Fall yearling bulls  
35 Yearling bulls

This offering will feature lots of size and scale and include six purebred bulls

50 Females

3 Bred purebred cows  
15 ¾ blood and ½ blood cows  
12 Bred heifers—purebred and percentage  
20 Heifer calves including many show heifer prospects

Auctioneer: Tracy Harl  
Free Lunch Available Sale Day

Featured herd sires will include:  
Ber 5 Astound • AV Signal "Longjohn"  
MCR XTRA • FF G Man • Arron

for catalogs contact:

**CATTLE BROKERS INC.**  
P.O. Box 858  
North Platte, NE 69101  
Phone 308-534-9810

**FORSTER FARMS**

Verlous Foster  
Rt. 2, Box 6 • 308/472-6038  
Smithfield, Nebraska 68988  
1 mile east on Hwy 23 & 1 mile north of Smithfield



# Bankers, ranchers, brace for rocky ag finance of '80s

(Continued from page 1) cow/calf area, but the bank also serves sheep people, and he says they, too, face problems.

"These are the kind of operations that can't be put on a holding pattern," Cleveland commented, as he looked at the fluctuating interest rates. His bank is making six-month loans

because of the ups and downs in rates. "They're taking a hard look at new ventures and concentrating on taking care of longtime customers. He was one of the few rural bankers who didn't feel they had lost a proportion of loan deposits. Most of the rural bankers cited loss of local deposits,

savings accounts, as a major problem. Eatherly also pointed out that other agriculture industries, such as custom combiners and crop sprayers who come in and out of the industry, have a lot of money out of the community. Eatherly feels a farmer can't pay more than 15% interest and stay in business

long. Some farmers and ranchers are looking to leasing to ease the capital crunch, but most bankers W.L.J. talked to do not see that as the "boom" industry some have predicted.

Ron Hays of the Ft. Morgan, Colo. Farmer's State Bank, says his bank has considered serving in an agent capacity for leasing equipment, but so far has only advised clients who want to lease. Center pivot irrigation systems have been the highest item their customers have leased.

Hays wants to talk any lease agreement over with your banker, or lawyer, as it is difficult to understand all the ramifications of the many different kinds of leases.

"Some bankers say a rule of thumb on leasing is not to lease if you have a 30% down payment, but there's really no way to give a good ballpark figure for leasing equipment; it depends on the size of the lease, and the farmer's tax situation, to name just a few variables," according to the Colorado banker. Hays also says to look at the lease to see if it is the type that gives the

farmer the investment tax credit, and depreciation. All the banks said they would be offering interest paying checking accounts, at the federal set rate of 5 1/2%, but all agree the cost will have to be made up in other areas, such as service charges.

The result is that the accounts—called NOW, for negotiable order of withdrawal—will primarily benefit depositors who maintain high balances and write few checks. Minimum balance requirements will run from \$500 to \$1,500, and the terms and methods of computing interest will vary so widely that individual comparisons will be necessary to figure the best arrangement.

Eatherly says that customers have to weigh the dollar value of a higher income security with the personal relationship and service they feel a bank can offer.

In commenting on the coming banking revolution, the Oklahoma banker said that "in the past periods of higher rates, rural savers have subsidized rural borrowers. Now this is history. . . . Future rural borrowers will pay rates of interest

reflective of the national money market." He predicts there will be many mergers, and some small banks quitting in the next few years. Variable bank rates will become the rule rather than the exception, he feels.

Many of the bankers feel that the high rates will hold down, and are beginning to now, so that the peak may be past, but warn that rates will probably not recede to the lows they hit during the last interest rate cycle.

## MURRAY GREY



"Profile of Progress"

NATIONAL SALE JANUARY 22, 1981

National Western Stock Show Denver, Colorado

40 MURRAY GREYS ON OFFER

Featuring: 13 Purebred Bulls (Coming Two's) 25 Purebred Females (Bred and Open)

American Murray Grey Assn. Box 30085 Billings, MT 59107 408/248-1288

## DEVON

REGISTERS DEVON CATTLE Polled & Horned  
Devon Cattle Assn. Manager  
Breeding Stock Available at All Times  
503/226-3108 • 11840 Hwy 140  
EAGLE POINT, OREGON 97224

DEVON BREEDING STOCK AVAILABLE  
PALAPOTE  
Land & Cattle Co.  
Hwy 60 Corral Butte 59733 3536  
709 W Commercial  
Victoria Texas 77901

The South Devon is a breed to watch — take a serious look at a good investment.

## 8th National North American South Devon Show & Sale

This year the North American South Devon Assn. Show and Sale will be held at the National Western Stock Show.

January 21-22 • Denver, Colorado

Wednesday, Jan. 21  
1 p.m. — South Devon Show, Stadium Arena  
6 p.m. — Cocktail Hour, Brown Palace  
7 p.m. — Pre-Sale Banquet & Dance

Thursday, Jan. 22  
10 a.m. — South Devon Sale  
Beei Palace  
Auction Arena

Judge: James Linthicum Auctioneer: Ken Webster  
Sale Headquarters: Brown Palace Hotel, 303/825-3111

NORTH AMERICAN SOUTH DEVON ASSOCIATION

For further information on South Devon Cattle and a sale catalog, contact: P.O. Box 68 Lynnville, Iowa 50153

FREE

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_  
Zip \_\_\_\_\_ Phone \_\_\_\_\_

I would like to receive: ☐ South Devon Assn. magazine ☐ Sale Catalog ☐ South Devon Information

## Colorado man receives prestigious 1981 Jerry Litton Memorial Award

(Continued from page 1) Beef Foundation crosses out-and-out beef held for the 1981 National Western Stock Show. The first carcass evaluation contest held in the country, it was instrumental in providing the cattle industry with the first retail yield chart showing percentage yield of each cut.



CECIL HELLBUSCH  
Hellbusch is a member of the National Western Stock Show Assn. board of directors, and has served on the National Western Beef contest committee since its beginning 17 years ago. He is also a charter member of the National Cattlemen's Assn., and during his career has

worked closely with the NCA Marketing Committee. The Colorado native was also one of the organizers of the Mountain/Plains Meat Club. He continues as chairman of this informal club made up of individuals from all segments of the meat industry.

Hellbusch was honored with one of the first "Top Choice" awards given by the Colorado Cattle Feeders Assn. The CSU Alumni Assn. gave him its "Outstanding Alumni" Award in 1974.

A reception honoring Hellbusch will begin at 8 p.m. and dinner will begin at 7:30 p.m. Tickets are \$15.

Prepaid tickets will include a special pass for admittance onto the National Western Stock Show grounds. If you buy tickets at the door, you must first pay a two dollar fee at the entry gate to the grounds.

Tickets are available from the North American Limousin Foundation office on the first floor of the Livestock Exchange Bldg., Denver, or at the office of Western Livestock Journal on the fourth floor of the same building. To reserve your tickets phone Burt Rutherford at the Limousin office 303/623-8544 or Glen Richardson at Western Livestock Journal 303/623-2600.

## Carter to renew embargo

(Continued from page 1) Shipments of agricultural commodities were restricted because of foreign policy and national security reasons, while exports of some technical goods were halted from foreign policy reasons only.

As the White House lawyers have interpreted the act, an embargo imposed for foreign policy reasons must be re-justified and renewed annually. An embargo imposed for national security reasons remains in effect until a presidential order abolishes it.

Thus, the grains embargo technically need not be renewed, since its was

imposed for foreign policy and national security reasons. But, as USDA General Counsel Daniel Marcus pointed out, the administration has followed all of the foreign policy procedures with respect to the grains embargo, including submitting a report to Congress on the reasons for imposing it.

President Jimmy Carter has delegated his authority to renew all U.S. export restrictions to Commerce Secretary Phillip Klutznick.

The ultimate fate of the grains embargo in 1981 will be up to the Reagan administration after President-elect Ronald Reagan is inaugurated Jan. 20.



RECORD BREAKER—Wyoming Hereford Ranch manager, Dave Forth, reports the recent acquisition of BLR CL Dominio 6109 "Lerch" has brought the famous breeding bull to the historic Wyoming Ranch. Purchased by the Wyoming firm in the recent Brush Creek Dispersal in Kansas at a half-interest figure of \$281,000.00 the 60-inch, 2800 lb. sire set a new record price for a half interest paid by a single breeder in the breed's 100-year history. "Lerch" was first place winner in the spring yearling ROM Hereford competition at the 1979 National Western.

## Red Angus plans enter final stages

Plans are being finalized for the National Red Angus Show to be held "on the hill" in Denver, during the National Western Stock Show, judging date for the show will be Jan. 17, (Saturday), starting at 8:00 a.m. in the Stadium Arena.

President Roy Beatty, Marshall, Okla., stated that

Red Angus show will be Dr. Bill Abel, Kansas State University, Manhattan, Kan. There will be a "no-hoof" get-together and dinner in the National Western Club, on Sat., Jan. 17, at 6:30 p.m.

A perfect example of minority rule is a baby in the

## Market Roundup:

# Analyst predictions: heavy future runs

DESPITE A SHARP RALLY in live cattle futures prices last week there appears to be a lid on where both futures and cash cattle prices will go. According to trade sources in a CNS report, there should be heavy runs, including some "tax cattle," and a persistent yield-grade 4 problem in the Corn Belt.

A relatively mild winter thus far has led to faster-than-expected weight gains and has blunted projections that the overall backup would be erased by the New Year.

These problems in the cash cattle and dressed beef trades should limit advances, particularly in the nearby contracts. An additional blockage to upside movement in cattle futures prices will be a resistance line showing up on technicians' charts in the \$68 per cwt. for February. This technical resistance apparently held firm last week.

The mid-December collapse in the hog contracts lasted nine days instead of three days, and affected nearly all futures exchanges, including grains, financial instruments, precious metals and livestock.

## FUTURAL ACTION ROUNDUP

(Reports as quoted by markets)

### AMARILLO LIVESTOCK AUCTION

Amarillo, Texas, Jan. 5

5,310 head received: Feeder steers, mid frame 1,300-1,600 lbs. \$19.00-20.00; 1,600-1,800 lbs. \$20.00-21.00; 1,800-2,000 lbs. \$21.00-22.00; 2,000-2,200 lbs. \$22.00-23.00; 2,200-2,400 lbs. \$23.00-24.00; 2,400-2,600 lbs. \$24.00-25.00; 2,600-2,800 lbs. \$25.00-26.00; 2,800-3,000 lbs. \$26.00-27.00; 3,000-3,200 lbs. \$27.00-28.00; 3,200-3,400 lbs. \$28.00-29.00; 3,400-3,600 lbs. \$29.00-30.00; 3,600-3,800 lbs. \$30.00-31.00; 3,800-4,000 lbs. \$31.00-32.00; 4,000-4,200 lbs. \$32.00-33.00; 4,200-4,400 lbs. \$33.00-34.00; 4,400-4,600 lbs. \$34.00-35.00; 4,600-4,800 lbs. \$35.00-36.00; 4,800-5,000 lbs. \$36.00-37.00; 5,000-5,200 lbs. \$37.00-38.00; 5,200-5,400 lbs. \$38.00-39.00; 5,400-5,600 lbs. \$39.00-40.00; 5,600-5,800 lbs. \$40.00-41.00; 5,800-6,000 lbs. \$41.00-42.00; 6,000-6,200 lbs. \$42.00-43.00; 6,200-6,400 lbs. \$43.00-44.00; 6,400-6,600 lbs. \$44.00-45.00; 6,600-6,800 lbs. \$45.00-46.00; 6,800-7,000 lbs. \$46.00-47.00; 7,000-7,200 lbs. \$47.00-48.00; 7,200-7,400 lbs. \$48.00-49.00; 7,400-7,600 lbs. \$49.00-50.00; 7,600-7,800 lbs. \$50.00-51.00; 7,800-8,000 lbs. \$51.00-52.00; 8,000-8,200 lbs. \$52.00-53.00; 8,200-8,400 lbs. \$53.00-54.00; 8,400-8,600 lbs. \$54.00-55.00; 8,600-8,800 lbs. \$55.00-56.00; 8,800-9,000 lbs. \$56.00-57.00; 9,000-9,200 lbs. \$57.00-58.00; 9,200-9,400 lbs. \$58.00-59.00; 9,400-9,600 lbs. \$59.00-60.00; 9,600-9,800 lbs. \$60.00-61.00; 9,800-10,000 lbs. \$61.00-62.00; 10,000-10,200 lbs. \$62.00-63.00; 10,200-10,400 lbs. \$63.00-64.00; 10,400-10,600 lbs. \$64.00-65.00; 10,600-10,800 lbs. \$65.00-66.00; 10,800-11,000 lbs. \$66.00-67.00; 11,000-11,200 lbs. \$67.00-68.00; 11,200-11,400 lbs. \$68.00-69.00; 11,400-11,600 lbs. \$69.00-70.00; 11,600-11,800 lbs. \$70.00-71.00; 11,800-12,000 lbs. \$71.00-72.00; 12,000-12,200 lbs. \$72.00-73.00; 12,200-12,400 lbs. \$73.00-74.00; 12,400-12,600 lbs. \$74.00-75.00; 12,600-12,800 lbs. \$75.00-76.00; 12,800-13,000 lbs. \$76.00-77.00; 13,000-13,200 lbs. \$77.00-78.00; 13,200-13,400 lbs. \$78.00-79.00; 13,400-13,600 lbs. \$79.00-80.00; 13,600-13,800 lbs. \$80.00-81.00; 13,800-14,000 lbs. \$81.00-82.00; 14,000-14,200 lbs. \$82.00-83.00; 14,200-14,400 lbs. \$83.00-84.00; 14,400-14,600 lbs. \$84.00-85.00; 14,600-14,800 lbs. \$85.00-86.00; 14,800-15,000 lbs. \$86.00-87.00; 15,000-15,200 lbs. \$87.00-88.00; 15,200-15,400 lbs. \$88.00-89.00; 15,400-15,600 lbs. \$89.00-90.00; 15,600-15,800 lbs. \$90.00-91.00; 15,800-16,000 lbs. \$91.00-92.00; 16,000-16,200 lbs. \$92.00-93.00; 16,200-16,400 lbs. \$93.00-94.00; 16,400-16,600 lbs. \$94.00-95.00; 16,600-16,800 lbs. \$95.00-96.00; 16,800-17,000 lbs. \$96.00-97.00; 17,000-17,200 lbs. \$97.00-98.00; 17,200-17,400 lbs. \$98.00-99.00; 17,400-17,600 lbs. \$99.00-100.00; 17,600-17,800 lbs. \$100.00-101.00; 17,800-18,000 lbs. \$101.00-102.00; 18,000-18,200 lbs. \$102.00-103.00; 18,200-18,400 lbs. \$103.00-104.00; 18,400-18,600 lbs. \$104.00-105.00; 18,600-18,800 lbs. \$105.00-106.00; 18,800-19,000 lbs. \$106.00-107.00; 19,000-19,200 lbs. \$107.00-108.00; 19,200-19,400 lbs. \$108.00-109.00; 19,400-19,600 lbs. \$109.00-110.00; 19,600-19,800 lbs. \$110.00-111.00; 19,800-20,000 lbs. \$111.00-112.00; 20,000-20,200 lbs. \$112.00-113.00; 20,200-20,400 lbs. \$113.00-114.00; 20,400-20,600 lbs. \$114.00-115.00; 20,600-20,800 lbs. \$115.00-116.00; 20,800-21,000 lbs. \$116.00-117.00; 21,000-21,200 lbs. \$117.00-118.00; 21,200-21,400 lbs. \$118.00-119.00; 21,400-21,600 lbs. \$119.00-120.00; 21,600-21,800 lbs. \$120.00-121.00; 21,800-22,000 lbs. \$121.00-122.00; 22,000-22,200 lbs. \$122.00-123.00; 22,200-22,400 lbs. \$123.00-124.00; 22,400-22,600 lbs. \$124.00-125.00; 22,600-22,800 lbs. \$125.00-126.00; 22,800-23,000 lbs. \$126.00-127.00; 23,000-23,200 lbs. \$127.00-128.00; 23,200-23,400 lbs. \$128.00-129.00; 23,400-23,600 lbs. \$129.00-130.00; 23,600-23,800 lbs. \$130.00-131.00; 23,800-24,000 lbs. \$131.00-132.00; 24,000-24,200 lbs. \$132.00-133.00; 24,200-24,400 lbs. \$133.00-134.00; 24,400-24,600 lbs. \$134.00-135.00; 24,600-24,800 lbs. \$135.00-136.00; 24,800-25,000 lbs. \$136.00-137.00; 25,000-25,200 lbs. \$137.00-138.00; 25,200-25,400 lbs. \$138.00-139.00; 25,400-25,600 lbs. \$139.00-140.00; 25,600-25,800 lbs. \$140.00-141.00; 25,800-26,000 lbs. \$141.00-142.00; 26,000-26,200 lbs. \$142.00-143.00; 26,200-26,400 lbs. \$143.00-144.00; 26,400-26,600 lbs. \$144.00-145.00; 26,600-26,800 lbs. \$145.00-146.00; 26,800-27,000 lbs. \$146.00-147.00; 27,000-27,200 lbs. \$147.00-148.00; 27,200-27,400 lbs. \$148.00-149.00; 27,400-27,600 lbs. \$149.00-150.00; 27,600-27,800 lbs. \$150.00-151.00; 27,800-28,000 lbs. \$151.00-152.00; 28,000-28,200 lbs. \$152.00-153.00; 28,200-28,400 lbs. \$153.00-154.00; 28,400-28,600 lbs. \$154.00-155.00; 28,600-28,800 lbs. \$155.00-156.00; 28,800-29,000 lbs. \$156.00-157.00; 29,000-29,200 lbs. \$157.00-158.00; 29,200-29,400 lbs. \$158.00-159.00; 29,400-29,600 lbs. \$159.00-160.00; 29,600-29,800 lbs. \$160.00-161.00; 29,800-30,000 lbs. \$161.00-162.00; 30,000-30,200 lbs. \$162.00-163.00; 30,200-30,400 lbs. \$163.00-164.00; 30,400-30,600 lbs. \$164.00-165.00; 30,600-30,800 lbs. \$165.00-166.00; 30,800-31,000 lbs. \$166.00-167.00; 31,000-31,200 lbs. \$167.00-168.00; 31,200-31,400 lbs. \$168.00-169.00; 31,400-31,600 lbs. \$169.00-170.00; 31,600-31,800 lbs. \$170.00-171.00; 31,800-32,000 lbs. \$171.00-172.00; 32,000-32,200 lbs. \$172.00-173.00; 32,200-32,400 lbs. \$173.00-174.00; 32,400-32,600 lbs. \$174.00-175.00; 32,600-32,800 lbs. \$175.00-176.00; 32,800-33,000 lbs. \$176.00-177.00; 33,000-33,200 lbs. \$177.00-178.00; 33,200-33,400 lbs. \$178.00-179.00; 33,400-33,600 lbs. \$179.00-180.00; 33,600-33,800 lbs. \$180.00-181.00; 33,800-34,000 lbs. \$181.00-182.00; 34,000-34,200 lbs. \$182.00-183.00; 34,200-34,400 lbs. \$183.00-184.00; 34,400-34,600 lbs. \$184.00-185.00; 34,600-34,800 lbs. \$185.00-186.00; 34,800-35,000 lbs. \$186.00-187.00; 35,000-35,200 lbs. \$187.00-188.00; 35,200-35,400 lbs. \$188.00-189.00; 35,400-35,600 lbs. \$189.00-190.00; 35,600-35,800 lbs. \$190.00-191.00; 35,800-36,000 lbs. \$191.00-192.00; 36,000-36,200 lbs. \$192.00-193.00; 36,200-36,400 lbs. \$193.00-194.00; 36,400-36,600 lbs. \$194.00-195.00; 36,600-36,800 lbs. \$195.00-196.00; 36,800-37,000 lbs. \$196.00-197.00; 37,000-37,200 lbs. \$197.00-198.00; 37,200-37,400 lbs. \$198.00-199.00; 37,400-37,600 lbs. \$199.00-200.00; 37,600-37,800 lbs. \$200.00-201.00; 37,800-38,000 lbs. \$201.00-202.00; 38,000-38,200 lbs. \$202.00-203.00; 38,200-38,400 lbs. \$203.00-204.00; 38,400-38,600 lbs. \$204.00-205.00; 38,600-38,800 lbs. \$205.00-206.00; 38,800-39,000 lbs. \$206.00-207.00; 39,000-39,200 lbs. \$207.00-208.00; 39,200-39,400 lbs. \$208.00-209.00; 39,400-39,600 lbs. \$209.00-210.00; 39,600-39,800 lbs. \$210.00-211.00; 39,800-40,000 lbs. \$211.00-212.00; 40,000-40,200 lbs. \$212.00-213.00; 40,200-40,400 lbs. \$213.00-214.00; 40,400-40,600 lbs. \$214.00-215.00; 40,600-40,800 lbs. \$215.00-216.00; 40,800-41,000 lbs. \$216.00-217.00; 41,000-41,200 lbs. \$217.00-218.00; 41,200-41,400 lbs. \$218.00-219.00; 41,400-41,600 lbs. \$219.00-220.00; 41,600-41,800 lbs. \$220.00-221.00; 41,800-42,000 lbs. \$221.00-222.00; 42,000-42,200 lbs. \$222.00-223.00; 42,200-42,400 lbs. \$223.00-224.00; 42,400-42,600 lbs. \$224.00-225.00; 42,600-42,800 lbs. \$225.00-226.00; 42,800-43,000 lbs. \$226.00-227.00; 43,000-43,200 lbs. \$227.00-228.00; 43,200-43,400 lbs. \$228.00-229.00; 43,400-43,600 lbs. \$229.00-230.00; 43,600-43,800 lbs. \$230.00-231.00; 43,800-44,000 lbs. \$231.00-232.00; 44,000-44,200 lbs. \$232.00-233.00; 44,200-44,400 lbs. \$233.00-234.00; 44,400-44,600 lbs. \$234.00-235.00; 44,600-44,800 lbs. \$235.00-236.00; 44,800-45,000 lbs. \$236.00-237.00; 45,000-45,200 lbs. \$237.00-238.00; 45,200-45,400 lbs. \$238.00-239.00; 45,400-45,600 lbs. \$239.00-240.00; 45,600-45,800 lbs. \$240.00-241.00; 45,800-46,000 lbs. \$241.00-242.00; 46,000-46,200 lbs. \$242.00-243.00; 46,200-46,400 lbs. \$243.00-244.00; 46,400-46,600 lbs. \$244.00-245.00; 46,600-46,800 lbs. \$245.00-246.00; 46,800-47,000 lbs. \$246.00-247.00; 47,000-47,200 lbs. \$247.00-248.00; 47,200-47,400 lbs. \$248.00-249.00; 47,400-47,600 lbs. \$249.00-250.00; 47,600-47,800 lbs. \$250.00-251.00; 47,800-48,000 lbs. \$251.00-252.00; 48,000-48,200 lbs. \$252.00-253.00; 48,200-48,400 lbs. \$253.00-254.00; 48,400-48,600 lbs. \$254.00-255.00; 48,600-48,800 lbs. \$255.00-256.00; 48,800-49,000 lbs. \$256.00-257.00; 49,000-49,200 lbs. \$257.00-258.00; 49,200-49,400 lbs. \$258.00-259.00; 49,400-49,600 lbs. \$259.00-260.00; 49,600-49,800 lbs. \$260.00-261.00; 49,800-50,000 lbs. \$261.00-262.00; 50,000-50,200 lbs. \$262.00-263.00; 50,200-50,40



# CLASSIFIED CORRAL

## SHORT CUT TO PROFITS

**ADVERTISING RATES**  
The word "CLASSIFIED" is printed in large, bold letters on the first page of each issue. This is the best way to get your message across. The word "CLASSIFIED" is printed in large, bold letters on the first page of each issue. This is the best way to get your message across.

## WESTERN LIVESTOCK JOURNAL

Published by the Western Livestock Journal Company, Inc.  
1000 N. 1st St., Suite 100, Reno, NV 89501  
Phone: (775) 784-1111

**CLASSIFIED INDEX**  
1 Employment Wanted  
2 Help Wanted  
3 Cattle  
4 Horses  
5 Dogs  
6 Poultry  
7 Livestock  
8 Equipment  
9 Real Estate  
10 Miscellaneous  
11 Classified Index

## EMPLOYMENT WANTED

**WANTED:** Cowboy or foreman w/ job exp. chook, practical v.1, married, 39, one child, Bruce Stevens Box 1977, McGill, WY 82438.

**RELIABLE:** Married man, 25, desires cattle ranch job in California. 4 years experience. Includes A.I., pregnancy testing, practical v.1 and horse shoeing. Write Ad Dept. 519 c/o W.L.J.

**RELIABLE:** Family man seeking position on cattle or horse ranch. Expert shoeing and training. Ranch management experience. References. Call: 901/571-2008, 901/581-1911.

**RANCH HAND:** available. 31 years old, married, 13 years working experience with cattle, calving, haying and irrigation. Will relocate for long term opportunity. Call: evenings, Harold Wilder, 303/593-0134.

**HIGHLY EXPERIENCED:** aggressive, profit minded ranch manager available. Good cattleman/farmer. Prefer western states. Laule Bequette, 7207 Unicorn Circle, Ventura, CA 93003, 805/659-1852.

**SALE OF RANCH:** large acreage available at qualified stockman both sheep and cattle, age 33, married child very cost conscious. Good letters of recommendation. Would consider joint investment in livestock operation. Call: John, 208/344-3109.

## Put Your Advertising Message In Western Livestock Journal

## EMPLOYMENT WANTED

**MARRIED MAN:** 40, wants position on ranch or feedlot. Lifetime experience in all phases of cattle industry. References. 603/429-8922.

**WHEN FIGURING:** the cost of your ad, count each initial and abbreviation as one word.

**CAPABLE HARROWING:** cowboy. Seeks riding job on range outfit. 28 year old, single, tall, athletic, good experience with cattle and horses. Prefer working area, year around out of remote areas. Day, chook and maintain own string. Write Ad Dept. 509 c/o W.L.J.

**CATTLE RANCH:** Management for future, dependable 37-year-old man with 20 years background. In cow/calf and leaders with experience in all phases of cattle industry. References. 603/429-8922.

**MARRIED COWBOY:** 27, needs same cow or cow outfit to take care of. Good range vet., practical, experienced calving, haying, winter feeding, C.E. Morgan Medical Technician. Prefer range outfit. Camp living ok. No children. Some sheep experience. Excellent homemaker, a veterinarian assistant and also savvy cow. References: Ove Swinger, Norwood, CO 81423. Call: 303/327-8788, evenings.

## HELP WANTED

**RESPONSIBLE:** retired couple for small, southern Oregon cattle ranch. Farm machine, summer house, horse barn, excellent view, horse, garden area, utilities plus salary to supplement retirement income. References available. Call: 503/374-2381.

**EXPERIENCED:** ranch manager, 37 years old, wants ranch to manage. Qualified cowboy/calf raiser and sheep. Know feed, pivot, row irrigation and farming. Also, experienced with heavy equipment. Good letters of recommendation. Supervisory capabilities. Call: evenings, 505/374-2381.

## TIME TO HIRE?

Do it right the first time with our Ag Recruiting Service. You're in the driver's seat—we supply the horsepower. We'll screen, screen, provide detailed candidate information and arrange interviews with the best talent available. There's no obligation until you hire one of our candidates. Let's talk business. Call: 303/221-2607.

**WESTERN FARM COMPANIES**  
Ag Recruiting Division  
352 Link Lane  
Fort Collins, Colorado 80524

## HELP WANTED

**Hard to get good help these days?**  
Not if you advertise in the Classified Corral's "Help Wanted" section.

**EXPERIENCED:** mature, family man to operate 5 prod. 600 acre alfalfa project. Housing, school bus. Profit incentive for a producer. Send resume and references to: P.O. Box 186, Yreka, CA 96095.

**YOUNG SINGLE:** man or couple wanted for registered operation. Basic experience in cow/calf necessary. Further experience in stock raising, herd management, and maintenance of self starter. References and resume. Call: 303/688-4000.

## RANCH SHOP FOREMAN

For large cow, hay and grain ranch in the northwest. Must know cattle and all types of haying equipment. Also, handle shop equipment and records. Rural salary, house and utilities. Write Ad Dept. 523 c/o W.L.J.

## CUSTOM SERVICE

**WANTED:** custom livestock conditioning. Ranch/hobbyers. Call: 315/376-4720.

## ADVERTISE

**Charalata Bulls and Females**  
Imported, Tested and Polled. Performance. Toned. Delivered Anywhere.

**RAIL CANYON RANCH**  
Paul Downey  
P.O. Box 68, Adin, CA 96008  
Phone: 916/269-3475

**CATTLE FOR SALE**  
Beefmaster bulls, large inventory of calves, yearlings and 2-year-olds available.

**SNOWFLAKE BEEFMASTERS**  
Sister R. 1, Box 5120  
Snowflake, AZ 85037  
Phone: 602/538-7115 or 602/538-7375

**ANGUS BULLS**  
15 bulls, 19 months old, 11, 2's and 9, 2's to 3. All pasture raised out of A.I. sire. Also a selection of quality females.

**DAVERS REGISTERED ANGUS**  
Rt. 4, Box 4698  
Orland, CA 95963  
Phone: 916/895-3063 After 7 p.m.

## BEUS FARMS, INC.

**CUSTOM FEELOT:** Background or finish your cattle, custom ration.

Cattle buying and selling service as well. Breeders or line, registered Simmentals. Let us serve your livestock needs.

Pasco, Washington  
Phone: 509/545-9149

## LIVESTOCK BRANDS

**39 BRAND FOR SALE**  
PHONE: 303/558-6464

**150 BLACK and Black bald leuc calves.**  
Call: 919/448-2098

**REGISTERED HEREFORD:** bulls. One, 3-year-old, three, 2-year-olds. McGeary Herd Ranch, Elk Grove, California. 910/995-3194, evenings.

**THE BEST OAR RANCH:** in Utah Colorado needs a good person with plenty of cow savvy to help him on some WYO cow ranch through beautiful canyon and mountain country. The ranch anticipates operating according to old time values, i.e. horse power instead of pickup power. Also, we need a farmer/irrigator/gardener to handle 600 river hay acres and irrigate. Excellent food program. Applicants should be more interested in personal growth over financial rewards. Replies and resumes to: Mountain Island Ranch, Box 87, Clade Park, CO 81023.

**COUPLE OR COUPLE:** plus a cowboy to operate a small guest lodge in an isolated (fairly) mountain ranch with purebred and registered cattle. Job requires sprinkler irrigation, haying, horse breaking, leading with teams, lots of rough country riding, cooking, cleaning, public relations, guiding and beef operation. No school. Applicant must be competent, optimistic and ambitious. Nice home, utilities, salary, percentage of guest business. Plus run cows of your own. If you qualify for most of the above and can learn the role. Send qualifications and job history to Rocking M Cattle Company, Box 28, Weller, IO 83072.

## Un-Herd Of?

Not if you advertise your cattle in the W.L.J. Classified Corral.

## FISCHER RANCH

Virginia Dale, Colorado  
Wellington, Colorado  
Excellent growth, percentage Simmental range bulls available at private treaty. Bulls available from Hereford, Angus, Black Baldie and part Charolais base cows.

**Troy Belyue, Foreman**  
PHONE: 303/596-3906

## FOR SALE

**Registered Black Angus**  
90, Performance tested, coming 2-year-old bull. Top pedigree, low birth weights, raised on Rocky Mountain oats. Good feed and logs.

60, Bred cows for spring calves. Bred to outstanding sire.

50, Bred heifers, large framed. Synchronized to calve in January. 18 Fall calving cows with calves of all.

75, Heifer calves. Top replacement quality.

All priced to sell. Top Bloodlines.

Free Delivery  
For 15 head (cows or bulls) or more.

PHONE: 208/287-5284

## IN THE MARKET SALE - JANUARY 19th

1:00 p.m. at Stockyard Sale Arena  
2 Fullblood Heifers  
1 Black 7/8 Bull • 2 White 7/8 Bulls  
8 Dark Grey & White 3/4 Bulls • 1 Black 1/2 Bull

We will also have a display in front of the Stockyard Sale Arena.

Home of OLO and PICENA  
**LIMESTONE RIDGE MARCHIGIANA**  
And  
**SCHWERTFEDER MARCHIGIANA**  
And  
**CARL CHOITZ MARCHIGIANA**  
Elizaveth, Kansas

## CATTLE

**Simmental Bulls**  
For Sale  
Best selection new. Bulls to calves. Divestig ranch. Call or write. Tom Ralinger 512/762-3595

**REGISTERED Angus**  
Red Angus  
Pregnancy tested  
Call: 208/688-4000

**30 ANDUS BULLS**  
Long yearlings and coming 2's  
Phone: 208/685-3407, evenings.

**POLL TANA HEREFORD RANCH**  
Polled Hereford  
Production Sale  
February 20, 1991  
Billings  
Livestock Commission  
50 Bulls • 50 Females

**ANGUS BULLS:** Big, frame, tall yearlings. Call: Olmstead Angus Ranch, Napa, California, 707/224-2059.

**50 PAIR**  
Registered horned Herefords. 11 head heifers. 2 hard bulls. Quality cows with popular pedigree. Priced to sell.  
CALL: 307/547-3381

**TRIANGLE LIMOUSIN**  
Annual range bull sale  
Miles City Livestock Co.  
Miles City, Montana  
40 Two-Year-Olds  
406/232-1790 - Miles City  
406/683-2677 - Dillon

**NEED BULLS??**  
Big, stout, service eye. Registered Limousin bulls. Purebred or percentage. Red or black.

**KUSEL RANCH**  
Fort Cobb, Oklahoma  
Phone: 405/843-2884

**15 HEAD of 2 to 4 year-old** Rito bred registered Angus cows raised by Rito (149) and AB's (Pioneer A.I. bred to American Orymbo) and 15 head of 2 to 4 year-old registered Angus cows raised by Rito (149) and AB's (Pioneer A.I. bred to American Orymbo) and 15 head of 2 to 4 year-old registered Angus cows raised by Rito (149) and AB's (Pioneer A.I. bred to American Orymbo).

**20 REGISTERED ANGUS COWS FOR SALE**  
4 to 5 years old. Rito-King and Orymbo breeding. Mostly spring calvers, breeding to calve February 10th. Red A.I. to top Angus bulls. One head bull for sale. A King Super cow. Will weigh a ton plus. Excellent producer.

**H R ANGUS**  
Middleton, California  
Phone: 707/987-3212 Evenings

**REWARDS**  
Can 90 Years...  
Our replacement L1 bred heifers. 60 mated for spring calving to \$19,500 Caper's L1 Om C804, \$27,000 Carpenter WMS L1 Accelerator.

**PATTERSON HEREFORDS**  
PHONE: 701/223-5863 or 663-1111

**140 Big 2-Year-Old Angus Bulls**  
January 27, 1991 • 12th Annual Sale  
Call: Cattle, Evenings Only  
Ed, 208/642-4295 • Mike, 208/642-3429

**Let's get it right**  
Peyette, Idaho

**WELL DEVELOPED:** large framed, 15/16, Polled Charolais bulls. Ready for work. Born in March and April 1990. Reasonably priced. Rosa Stone Charolais, R. 3, Leavenworth, MO 65536. Phone: 417/598-2390.

**210 HEAD, BREO:** 3-year-old black polled cows. Sire calving March, 1991. Bred to Simmental and Brangus bulls. Also, 75 head bred running eye Simmental cross cows. Bred same way. Call: evenings, 911/542-2525.

**REGISTERED ANGUS BULLS, EMULOUS BREEDING**  
Also  
**ARABIAN AND HALF ARABIAN HORSES**  
Write or Call:  
**RANCHO DE SIERRA VISTA**  
Rt. 2, Box 21, Sepello, NM 87748  
PHONE: 505/454-1188  
Bob Cumler, Foreman; Wm. L. Hutcheson, Owner

**OPPORTUNITY**  
Visit Colorado's oldest Hereford herd. Bar Pipe area. Bulls for sale. Call: Blaw Wilmar, Brown Palace or 303/352-8943 for transportation. One hour from Denver. Wilmar Hereford Co., 27401 WVC Road 885, Greeley, CO 80631.

**HOLSTEIN SPRINGING:** heifers, open and bred heifers. Holstein and beef cross calves. 20 to 24 weeks old. Delivered to your farm on approval. Hildrick Bros., Rt. 2, Schlegelville, WI 53172. Phone: 414/723-1171, Office: 723-9158, residence.

**Want To Raise Club Calves?**  
Most efficient tenders or top producing females. Come to the ranch and see our bull: Simmental (some Polled), Maine-Anjou (red or black), Maine-Anjou (red or black). Five champions and reserve champions in recent lead tests.

**DOIG RANCH**  
Madison, California  
PHONE: 209/673-1153

**THE BISON SMITHS**  
**BUFFALO CALVES**  
FOR SALE  
Ron & Betty Smith  
12408 Hwy. 89  
Yuma, CO 80550  
PHONE: 303/848-2478

## CATTLE

**Simmental Bulls**  
For Sale  
Best selection new. Bulls to calves. Divestig ranch. Call or write. Tom Ralinger 512/762-3595

**REGISTERED Angus**  
Red Angus  
Pregnancy tested  
Call: 208/688-4000

**30 ANDUS BULLS**  
Long yearlings and coming 2's  
Phone: 208/685-3407, evenings.

**POLL TANA HEREFORD RANCH**  
Polled Hereford  
Production Sale  
February 20, 1991  
Billings  
Livestock Commission  
50 Bulls • 50 Females

**ANGUS BULLS:** Big, frame, tall yearlings. Call: Olmstead Angus Ranch, Napa, California, 707/224-2059.

**50 PAIR**  
Registered horned Herefords. 11 head heifers. 2 hard bulls. Quality cows with popular pedigree. Priced to sell.  
CALL: 307/547-3381

**TRIANGLE LIMOUSIN**  
Annual range bull sale  
Miles City Livestock Co.  
Miles City, Montana  
40 Two-Year-Olds  
406/232-1790 - Miles City  
406/683-2677 - Dillon

**NEED BULLS??**  
Big, stout, service eye. Registered Limousin bulls. Purebred or percentage. Red or black.

**KUSEL RANCH**  
Fort Cobb, Oklahoma  
Phone: 405/843-2884

**15 HEAD of 2 to 4 year-old** Rito bred registered Angus cows raised by Rito (149) and AB's (Pioneer A.I. bred to American Orymbo) and 15 head of 2 to 4 year-old registered Angus cows raised by Rito (149) and AB's (Pioneer A.I. bred to American Orymbo).

**20 REGISTERED ANGUS COWS FOR SALE**  
4 to 5 years old. Rito-King and Orymbo breeding. Mostly spring calvers, breeding to calve February 10th. Red A.I. to top Angus bulls. One head bull for sale. A King Super cow. Will weigh a ton plus. Excellent producer.

**H R ANGUS**  
Middleton, California  
Phone: 707/987-3212 Evenings

**REWARDS**  
Can 90 Years...  
Our replacement L1 bred heifers. 60 mated for spring calving to \$19,500 Caper's L1 Om C804, \$27,000 Carpenter WMS L1 Accelerator.

**PATTERSON HEREFORDS**  
PHONE: 701/223-5863 or 663-1111

**140 Big 2-Year-Old Angus Bulls**  
January 27, 1991 • 12th Annual Sale  
Call: Cattle, Evenings Only  
Ed, 208/642-4295 • Mike, 208/642-3429

**Let's get it right**  
Peyette, Idaho

**WELL DEVELOPED:** large framed, 15/16, Polled Charolais bulls. Ready for work. Born in March and April 1990. Reasonably priced. Rosa Stone Charolais, R. 3, Leavenworth, MO 65536. Phone: 417/598-2390.

**210 HEAD, BREO:** 3-year-old black polled cows. Sire calving March, 1991. Bred to Simmental and Brangus bulls. Also, 75 head bred running eye Simmental cross cows. Bred same way. Call: evenings, 911/542-2525.

**REGISTERED ANGUS BULLS, EMULOUS BREEDING**  
Also  
**ARABIAN AND HALF ARABIAN HORSES**  
Write or Call:  
**RANCHO DE SIERRA VISTA**  
Rt. 2, Box 21, Sepello, NM 87748  
PHONE: 505/454-1188  
Bob Cumler, Foreman; Wm. L. Hutcheson, Owner

**OPPORTUNITY**  
Visit Colorado's oldest Hereford herd. Bar Pipe area. Bulls for sale. Call: Blaw Wilmar, Brown Palace or 303/352-8943 for transportation. One hour from Denver. Wilmar Hereford Co., 27401 WVC Road 885, Greeley, CO 80631.

**HOLSTEIN SPRINGING:** heifers, open and bred heifers. Holstein and beef cross calves. 20 to 24 weeks old. Delivered to your farm on approval. Hildrick Bros., Rt. 2, Schlegelville, WI 53172. Phone: 414/723-1171, Office: 723-9158, residence.

**Want To Raise Club Calves?**  
Most efficient tenders or top producing females. Come to the ranch and see our bull: Simmental (some Polled), Maine-Anjou (red or black), Maine-Anjou (red or black). Five champions and reserve champions in recent lead tests.

**DOIG RANCH**  
Madison, California  
PHONE: 209/673-1153

**THE BISON SMITHS**  
**BUFFALO CALVES**  
FOR SALE  
Ron & Betty Smith  
12408 Hwy. 89  
Yuma, CO 80550  
PHONE: 303/848-2478

## CATTLE

**Simmental Bulls**  
For Sale  
Best selection new. Bulls to calves. Divestig ranch. Call or write. Tom Ralinger 512/762-3595

**REGISTERED Angus**  
Red Angus  
Pregnancy tested  
Call: 208/688-4000

**30 ANDUS BULLS**  
Long yearlings and coming 2's  
Phone: 208/685-3407, evenings.

**POLL TANA HEREFORD RANCH**  
Polled Hereford  
Production Sale  
February 20, 1991  
Billings  
Livestock Commission  
50 Bulls • 50 Females

**ANGUS BULLS:** Big, frame, tall yearlings. Call: Olmstead Angus Ranch, Napa, California, 707/224-2059.

**50 PAIR**  
Registered horned Herefords. 11 head heifers. 2 hard bulls. Quality cows with popular pedigree. Priced to sell.  
CALL: 307/547-3381

**TRIANGLE LIMOUSIN**  
Annual range bull sale  
Miles City Livestock Co.  
Miles City, Montana  
40 Two-Year-Olds  
406/232-1790 - Miles City  
406/683-2677 - Dillon

**NEED BULLS??**  
Big, stout, service eye. Registered Limousin bulls. Purebred or percentage. Red or black.

**KUSEL RANCH**  
Fort Cobb, Oklahoma  
Phone: 405/843-2884

**15 HEAD of 2 to 4 year-old** Rito bred registered Angus cows raised by Rito (149) and AB's (Pioneer A.I. bred to American Orymbo) and 15 head of 2 to 4 year-old registered Angus cows raised by Rito (149) and AB's (Pioneer A.I. bred to American Orymbo).

**20 REGISTERED ANGUS COWS FOR SALE**  
4 to 5 years old. Rito-King and Orymbo breeding. Mostly spring calvers, breeding to calve February 10th. Red A.I. to top Angus bulls. One head bull for sale. A King Super cow. Will weigh a ton plus. Excellent producer.

**H R ANGUS**  
Middleton, California  
Phone: 707/987-3212 Evenings

**REWARDS**  
Can 90 Years...  
Our replacement L1 bred heifers. 60 mated for spring calving to \$19,500 Caper's L1 Om C804, \$27,000 Carpenter WMS L1 Accelerator.

**PATTERSON HEREFORDS**  
PHONE: 701/223-5863 or 663-1111

**140 Big 2-Year-Old Angus Bulls**  
January 27, 1991 • 12th Annual Sale  
Call: Cattle, Evenings Only  
Ed, 208/642-4295 • Mike, 208/642-3429

**Let's get it right**  
Peyette, Idaho

**WELL DEVELOPED:** large framed, 15/16, Polled Charolais bulls. Ready for work. Born in March and April 1990. Reasonably priced. Rosa Stone Charolais, R. 3, Leavenworth, MO 65536. Phone: 417/598-2390.

**210 HEAD, BREO:** 3-year-old black polled cows. Sire calving March, 1991. Bred to Simmental and Brangus bulls. Also, 75 head bred running eye Simmental cross cows. Bred same way. Call: evenings, 911/542-2525.

**REGISTERED ANGUS BULLS, EMULOUS BREEDING**  
Also  
**ARABIAN AND HALF ARABIAN HORSES**  
Write or Call:  
**RANCHO DE SIERRA VISTA**  
Rt. 2, Box 21, Sepello, NM 87748  
PHONE: 505/454-1188  
Bob Cumler, Foreman; Wm. L. Hutcheson, Owner

**OPPORTUNITY**  
Visit Colorado's oldest Hereford herd. Bar Pipe area. Bulls for sale. Call: Blaw Wilmar, Brown Palace or 303/352-8943 for transportation. One hour from Denver. Wilmar Hereford Co., 27401 WVC Road 885, Greeley, CO 80631.

**HOLSTEIN SPRINGING:** heifers, open and bred heifers. Holstein and beef cross calves. 20 to 24 weeks old. Delivered to your farm on approval. Hildrick Bros., Rt. 2, Schlegelville, WI 53172. Phone: 414/723-1171, Office: 723-9158, residence.

**Want To Raise Club Calves?**  
Most efficient tenders or top producing females. Come to the ranch and see our bull: Simmental (some Polled), Maine-Anjou (red or black), Maine-Anjou (red or black). Five champions and reserve champions in recent lead tests.

**DOIG RANCH**  
Madison, California  
PHONE: 209/673-1153

**THE BISON SMITHS**  
**BUFFALO CALVES**  
FOR SALE  
Ron & Betty Smith  
12408 Hwy. 89  
Yuma, CO 80550  
PHONE: 303/848-2478

## CATTLE

**Simmental Bulls**  
For Sale  
Best selection new. Bulls to calves. Divestig ranch. Call or write. Tom Ralinger 512/762-3595

**REGISTERED Angus**  
Red Angus  
Pregnancy tested  
Call: 208/688-4000

**30 ANDUS BULLS**  
Long yearlings and coming 2's  
Phone: 208/685-3407, evenings.

**POLL TANA HEREFORD RANCH**  
Polled Hereford  
Production Sale  
February 20, 1991  
Billings  
Livestock Commission  
50 Bulls • 50 Females

**ANGUS BULLS:** Big, frame, tall yearlings. Call: Olmstead Angus Ranch, Napa, California, 707/224-2059.

**50 PAIR**  
Registered horned Herefords. 11 head heifers. 2 hard bulls. Quality cows with popular pedigree. Priced to sell.  
CALL: 307/547-3381

**TRIANGLE LIMOUSIN**  
Annual range bull sale  
Miles City Livestock Co.  
Miles City, Montana  
40 Two-Year-Olds  
406/232-1790 - Miles City  
406/683-2677 - Dillon

**NEED BULLS??**  
Big, stout, service eye. Registered Limousin bulls. Purebred or percentage. Red or black.

**KUSEL RANCH**  
Fort Cobb, Oklahoma  
Phone: 405/843-2884

**15 HEAD of 2 to 4 year-old** Rito bred registered Angus cows raised by Rito (149) and AB's (Pioneer A.I. bred to American Orymbo) and 15 head of 2 to 4 year-old registered Angus cows raised by Rito (149) and AB's (Pioneer A.I. bred to American Orymbo).

**20 REGISTERED ANGUS COWS FOR SALE**  
4 to 5 years old. Rito-King and Orymbo breeding. Mostly spring calvers, breeding to calve February 10th. Red A.I. to top Angus bulls. One head bull for sale. A King Super cow. Will weigh a ton plus. Excellent producer.

**H R ANGUS**  
Middleton, California  
Phone: 707/987-3212 Evenings

**REWARDS**  
Can 90 Years...  
Our replacement L1 bred heifers. 60 mated for spring calving to \$19,500 Caper's L1 Om C804, \$27,000 Carpenter WMS L1 Accelerator.

**PATTERSON HEREFORDS**  
PHONE: 701/223-5863 or 663-1111

**140 Big 2-Year-Old Angus Bulls**  
January 27, 1991 • 12th Annual Sale  
Call: Cattle, Evenings Only  
Ed, 208/642-4295 • Mike, 208/642-3429

**Let's get it right**  
Peyette, Idaho

**WELL DEVELOPED:** large framed, 15/16, Polled Charolais bulls. Ready for work. Born in March and April 1990. Reasonably priced. Rosa Stone Charolais, R. 3, Leavenworth, MO 65536. Phone: 417/598-2390.

**210 HEAD, BREO:** 3-year-old black polled cows. Sire calving March, 1991. Bred to Simmental and Brangus bulls. Also, 75 head bred running eye Simmental cross cows. Bred same way. Call: evenings, 911/542-2525.

**REGISTERED ANGUS BULLS, EMULOUS BREEDING**  
Also  
**ARABIAN AND HALF ARABIAN HORSES**  
Write or Call:  
**RANCHO DE SIERRA VISTA**  
Rt. 2, Box 21, Sepello, NM 87748  
PHONE: 505/454-1188  
Bob Cumler, Foreman; Wm. L. Hutcheson, Owner

**OPPORTUNITY**  
Visit Colorado's oldest Hereford herd. Bar Pipe area. Bulls for sale. Call: Blaw Wilmar, Brown Palace or 303/352-8943 for transportation. One hour from Denver. Wilmar Hereford Co., 27401 WVC Road 885, Greeley, CO 80631.

**HOLSTEIN SPRINGING:** heifers, open and bred heifers. Holstein and beef cross calves. 20 to 24 weeks old. Delivered to your farm on approval. Hildrick Bros., Rt. 2, Schlegelville, WI 53172. Phone: 414/723-1171, Office: 723-9158, residence.

**Want To Raise Club Calves?**  
Most efficient tenders or top producing females. Come to the ranch and see our bull: Simmental (some Polled), Maine-Anjou (red or black), Maine-Anjou (red or black). Five champions and reserve champions in recent lead tests.

**DOIG RANCH**  
Madison, California  
PHONE: 209/673-1153

**THE BISON SMITHS**  
**BUFFALO CALVES**  
FOR SALE  
Ron & Betty Smith  
12408 Hwy. 89  
Yuma, CO 80550  
PHONE: 303/848-2478

## CATTLE

**Simmental Bulls**  
For Sale  
Best selection new. Bulls to calves. Divestig ranch. Call or write. Tom Ralinger 512/762-3595

**REGISTERED Angus**  
Red Angus  
Pregnancy tested  
Call: 208/688-4000

**30 ANDUS BULLS**  
Long yearlings and coming 2's  
Phone: 208/685-3407, evenings.

**POLL TANA HEREFORD RANCH**  
Polled Hereford  
Production Sale  
February 20, 1991  
Billings  
Livestock Commission  
50 Bulls • 50 Females

**ANGUS BULLS:** Big, frame, tall yearlings. Call: Olmstead Angus Ranch, Napa, California, 707/224-2059.

**50 PAIR**  
Registered horned Herefords. 11 head heifers. 2 hard bulls. Quality cows with popular pedigree. Priced to sell.  
CALL: 307/547-3381

**TRIANGLE LIMOUSIN**  
Annual range bull sale  
Miles City Livestock Co.  
Miles City, Montana  
40 Two-Year-Olds  
406/232-1790 - Miles City  
406/683-2677 - Dillon

**NEED BULLS??**  
Big, stout, service eye. Registered Limousin bulls. Purebred or percentage. Red or black.

**KUSEL RANCH**  
Fort Cobb, Oklahoma  
Phone: 405/843-2884

**15 HEAD of 2 to 4 year-old** Rito bred registered Angus cows raised by Rito (149) and AB's (Pioneer A.I. bred to American Orymbo) and 15 head of 2 to 4 year-old registered Angus cows raised by Rito (149) and AB's (Pioneer A.I. bred to American Orymbo).

**20 REGISTERED ANGUS COWS FOR SALE**  
4 to 5 years old. Rito-King and Orymbo breeding. Mostly spring calvers, breeding to calve February 10th. Red A.I. to top Angus bulls. One head bull for sale. A King Super cow. Will weigh a ton plus. Excellent producer.

**H R ANGUS**  
Middleton, California  
Phone: 707/987-3212 Evenings

**REWARDS**  
Can 90 Years...  
Our replacement L1 bred heifers. 60 mated for spring calving to \$19,500 Caper's L1 Om C804, \$27,000 Carpenter WMS L1 Accelerator.

**PATTERSON HEREFORDS**  
PHONE: 701/223-5863 or 663-1111

**140 Big 2-Year-Old Angus Bulls**  
January 27, 1991 • 12th Annual Sale  
Call: Cattle, Evenings Only  
Ed, 208/642-4295 • Mike, 208/642-3429

**Let's get it right**  
Peyette, Idaho

**WELL DEVELOPED:** large framed, 15/16, Polled Charolais bulls. Ready for work. Born in March and April 1990. Reasonably priced. Rosa Stone Charolais, R. 3, Leavenworth, MO 65536. Phone: 417/598-2390.

**210 HEAD, BREO:** 3-year-old black polled cows. Sire calving March, 1991. Bred to Simmental and Brangus bulls. Also, 75 head bred running eye Simmental cross cows. Bred same way. Call: evenings, 911/542-2525.

**REGISTERED ANGUS BULLS, EMULOUS BREEDING**  
Also  
**ARABIAN AND HALF ARABIAN HORSES**  
Write or Call:  
**RANCHO DE SIERRA VISTA**  
Rt. 2, Box 21, Sepello, NM 87748  
PHONE: 505/454-1188  
Bob Cumler, Foreman; Wm. L. Hutcheson, Owner

**OPPORTUNITY**  
Visit Colorado's oldest Hereford herd. Bar Pipe area. Bulls for sale. Call: Blaw Wilmar, Brown Palace or 303/352-8943 for transportation. One hour from Denver. Wilmar Hereford Co., 27401 WVC Road 885, Greeley, CO 80631.

**HOLSTEIN SPRINGING:** heifers, open and bred heifers. Holstein and beef cross calves. 20 to 24 weeks old. Delivered to your farm on approval. Hildrick Bros., Rt. 2, Schlegelville, WI 53172. Phone: 414/723-1171, Office: 723-9158, residence.

**Want To Raise Club Calves?**  
Most efficient tenders or top producing females. Come to the ranch and see our bull: Simmental (some Polled), Maine-Anjou (red or black), Maine-Anjou (red or black). Five champions and reserve champions in recent lead tests.

**DOIG RANCH**  
Madison, California  
PHONE: 209/673-1153

**THE BISON SMITHS**  
**BUFFALO CALVES**  
FOR SALE  
Ron & Betty Smith  
12408 Hwy. 89  
Yuma, CO 80550  
PHONE: 303/848-2478

## CATTLE

**Simmental Bulls**  
For Sale  
Best selection new. Bulls to calves. Divestig ranch. Call or write. Tom Ralinger 512/762-3595

**REGISTERED Angus**  
Red Angus  
Pregnancy tested



## PLAIDS

**Farms and Ranches**

500 ACRES UNIT PLACE 6000  
acres, Bermuda 72 pasture  
excellent water, two ponds, 1975  
pool, acacia, waterfront, Bona  
Fide, Puerto Arica, Uruguay  
C.R. 23421, 4096-28576

480 ACRES yellow iron. Cleared  
fescue pasture. Some tillable  
bedroom home, central air, fire  
heat. Paved highway. Good  
corrals and loading facilities. 12  
ponds, cross-fenced \$370,000  
Jamez Springs, Missouri. Call  
417/298-2649

---

**Put Your Advertising  
Message In**

Western  
Livestock Journal

---

---

**nolan**

**Real Estate Investments**

Specialists in marketing rural properties. Farm and ranch properties of all sizes available. When you are ready to relocate or invest in agricultural property, contact

**Bill Thomas**

**PHONE: 016/027-3702**  
**NOLAN ASSOCIATES, INC.**  
 4600 Collage Blvd, Suite 102  
 Shawnee Mission, KS 66211  
**PHONE: 913/283-1650**

**SOUTHEASTERN**  
Farms and Ranches 13

---

**NORTHWEST ARKANSAS**  
866 Acre Working Ranch  
Excellent grass and farm land  
Large spring, 4 bedroom ranch  
home, 2 bedroom (tenant) home.  
Large barns, excellent fencing.

**OWNER FINANCING AVAILABLE!**  
**Mike Price, Realtor**  
1915 Green Acres Rd.  
Fayetteville, AR 72701  
**PHONE: 501/521-8800**

**TO BE ANONYMOUS** use a WFLA Card. Dopl. number Ward add. Count 5 additional words and include \$2.00 PER INSERTION. (cost of forwarding replies. Display adds: include \$2.00 PER INSERTION.

**CANADIAN**

**Farms and Ranches**

11.454 ACRE RANCH, 7.64 acres have some irrigation. Priced at \$2,600,000 U.S. Money. Only 2.3 acres can be leased with option to purchase. Phone Harold Magnuson, 403/405-6011 or 403/792-2176, residence.

**Ranchers, Farmers Buelsesman**

If you are a chemist to sell, heads or buy run a classified ad in the Western Livestock Journal

**GET RESULTS**

**SOUTHWEST**

**Farms and Ranches**

ARIZONA MOUNTAIN ranch. Lots of water, lots of browse and grass. 40 sections fence. 100 acres wooded. \$1,850 per acre until 360 head permit 602/635-7052.

**San Francisco Valley Palm and Orchard** in southwestern New Mexico. 54 acres well planned with 700 fruit and nut trees, vineyard, cropland, drip irrigation, new adobe home, outbuildings, farm equipment. \$350,000. cash. **HOLLMON REALTY, Box 217, Glenwood, NM 86545. 505/638-2711.**

**GEAR**

Your advertising towards larger sales—Advertise in WLI's Machinery Section.

**ARIZONA**  
*Farms • Ranches*  
*Agricultural Properties*  
**HASTINGS & COMPANY**  
**RANCH BROKERAGE**  
20 W. Olive, Suite 112  
Gilbert, AZ 85234  
**PHONE: 602/892-3211**  
Dave Hastings, Broker

**GEAR**

Your advertising towards larger sales—Advertise in W.L.'s Machinery Section.





